



■ spotlight

January 2012 Vol. 45 No. 1



ENTER THE DRAGON



Roger Smith
Chief Executive Officer
AIL & NILICO

Enter the Dragon

"The Old Year has gone. The New Year has taken possession of the clock of time. All hail the duties and possibilities of the coming twelve months!"
– E.P. Powell

No, I'm not talking about the old Kung Fu movie, although I could make the analogy that AIL/NILICO kicks butt like Bruce Lee! You karate-chopped your way through 2011, making it our fourth consecutive record year – \$145 million Net ALP. I can't wait to see what you ninja warriors are going to do in 2012!

Just before the New Year, I happened to catch a news clip about the Asian stock market that included predictions for the coming year based on – believe it or not – the Chinese 12-year zodiac cycle. Now, as "out there" as that sounds to us Westerners, keep in mind that China is an ancient civilization steeped in rich tradition, much of which has its roots in folklore and mythology.

2012 (4710 on the Chinese calendar) is the Year of the Dragon.

Dragons have deep significance in Chinese culture. Old-school traditional Chinese believe they are descended from dragons. Dragons symbolize power and excellence, valiancy and boldness, heroism, nobility and divinity.

The Year of the Dragon is traditionally associated with new beginnings and good fortune. Generally, it's predicted that any venture may benefit from the luck associated with the Dragon. Business should go well and people will make money more easily.

The Chinese believe that the current year always reflects the characteristics of those born under the sign of that year. That means the Year of the Dragon will reflect the characteristics of those born under the sign of the Dragon. And guess what? I was born in a Year of the Dragon! I like the way 2012 is shaping up already!

Fact is, I don't believe in fortune telling or astrology or predictions. Rather, I believe that God has put us in charge of our own destiny. I believe in looking ahead with optimistic vision. I believe in boldly declaring your intentions. I believe in ambition, staying focused, working hard and not letting anything distract you from the goals you have set. I believe in refusing to allow yourself to be derailed by the obstacles that we all encounter.

I believe in taking good care of yourself so you have the energy and strength to carry out your plans. You can't expect to take a mighty *Leap of Faith* with the valiancy and boldness of a Dragon if you aren't eating healthy, getting adequate exercise and sleeping enough. I believe in surrounding yourself with people that believe in you and have your best interests at heart.

Finally, I believe in YOU. Forget the predictions. Seek spiritual guidance according to your own beliefs, then move forward fearlessly.

Author G.K. Chesterton wrote, *"The object of a new year is not that we should have a new year. It is that we should have a new soul."* Let it be the fiery soul of the Dragon.



■ spotlight

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FPO

sga career track New Markets Opening & Expanding

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.

total bonuses paid out

This month AIL and NILICO paid a total of \$2,678,562 in bonuses. For more information on the monthly bonuses, turn to Page 06.

Total: \$2,678,562

required retention rate

Effective Jan. 1, 2012, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

Retention:	69.0%
Net to Gross:	78%

dates to remember

eApp business and paper applications subject to the **7 day hold** should be uploaded or sent to Home Office by **Wednesday 02/22** before 2:00 P.M. CST. Paper apps for areas excluded from the **7 day hold** and PR credits must be at HO by **Monday 02/27** to count for **February** production.

*look for the asterisk

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2013 Awards Presentation, are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. You can view the 2013 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful Manchester Grand Hyatt located in Sunny San Diego! The convention will be held May 22-25, 2013.*



sa/ga
training
bonus

pg. 11



leadership
academy

pg. 12

2011 records



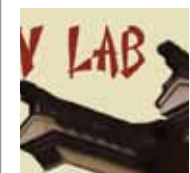
pg. 14

new on laptop
on demand



pg. 16

new lab
members



pg. 17





Debbie Enstedt

Vice President of
Public Relations Field Operations

Leap of Faith (with a difference)

Have you ever considered the difference between a theme and a goal? When I think of goals, I think of New Year's resolutions like losing weight, quitting smoking or making healthier food choices. These particular goals could be encompassed in a theme like "Getting Healthy in 2012". A theme is meant to motivate, inspire or empower you to achieve smaller goals like quitting smoking. A theme is different from a goal, as it is broader, more thought provoking and potentially life changing if you embrace it. Establishing a theme sets the tone for the year.

In 2012, our Company theme is *Leap of Faith*. This theme is exciting, as it challenges us to let go of our fears, doubts, or pre-conceived notions. It challenges us to examine what we need to do individually and collectively to create change, get better results and attain personal growth.

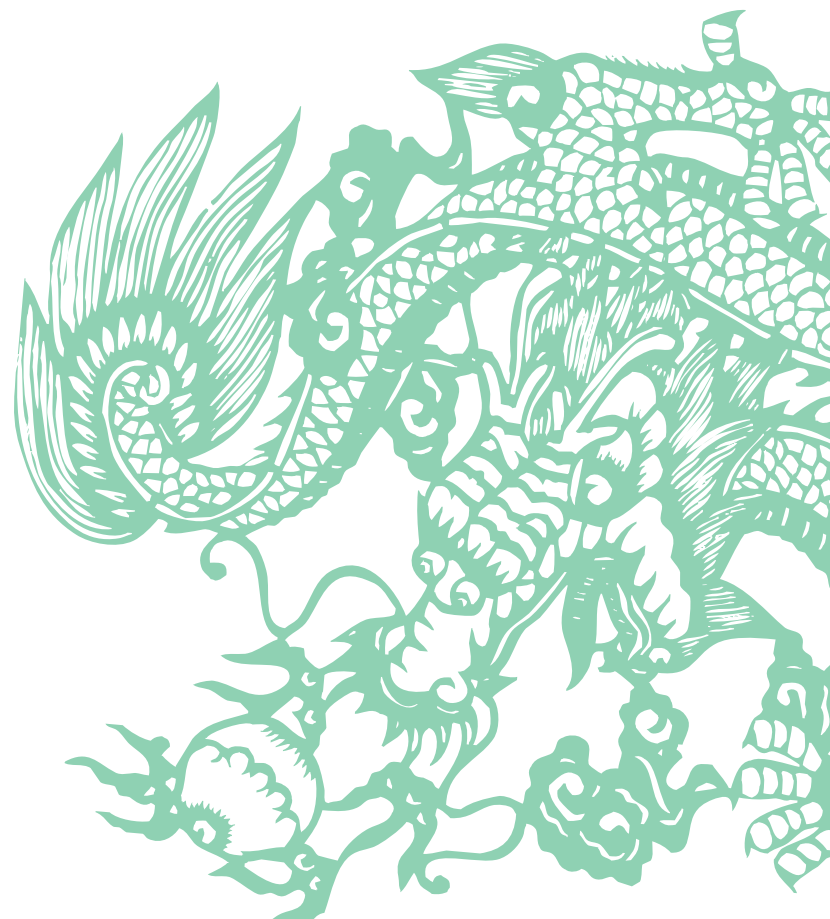
In 2011, our theme was *Make the Difference*. When you look back at what the PR team and the Company accomplished, I think you'll agree that we did. Under the current theme of *Leap of Faith*, do you think making a difference could be one of your goals? It is fun to consider the possibilities, and the possibilities are endless.

One thing I want to do this year is to spend more time creating new and innovative ways to educate our groups, reminding them of who we are and how we do what we do. These innovations will become tools for you to use in the field.

The first thing I am ready to launch is a DVD for union leaders that explains the in-home visit and the Needs-Based Laptop Presentation the agents use in the home. This DVD reconfirms our commitment to labor and details the unique method we created for our representatives to determine the insurance needs of their members.

It reinforces the message with our groups that we are providing appropriate, individualized supplemental benefits to protect their members and their families. This DVD will be available to the field shortly. I will also be visiting the field to have conversations about what I can do to help you do your job better. I look forward to spending time with you.

We have the tools and we have the talent to take a *Leap of Faith* AND *Make a Difference* this year!



MILLION DOLLAR CLUB

Another champion, another milestone!

Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award.

Congratulations on your achievements.



Herivelto Pereira

Jatoff-Foti Agency
Contract Date 03/07/02
Qualified December of 2011
\$1,007,447 of Net ALP

Q4 Contributions

Contributions listed are from October through December of \$500 or more.

American Income & National Income

- \$10,000** — We R Ohio (in support of No Against Issue 2 for the Ohio AFL-CIO)
- 10,000** — American Labor Museum (in support of the 29th Annual Sol Stein Awards Gala)
- 5,000** — AEA Legal Defense Fund (supporting the battles being fought by teachers and other public employees in Arizona)
- 5,000** — A. Philip Randolph Institute (on behalf of Mary Kay Henry, Int'l President of Service Employees)
- 5,000** — Economic Policy Institute (on recommendation of D. Michael Langford, Nat'l President of Utility Workers Union of America)
- 5,000** — Union Sportmen's Alliance (on recommendation of Newton Jones, Int'l President of Int'l Bro. of Boilermakers)
- \$2,500** — IFP Fiscal Sponsorship (in support of the film "Brothers on the Line" requested by David Bonior, Chair of American Rights at Work)
- 2,500** — Labor Project For Working Families (on recommendation of Veda Shook, Int'l President of Association of Flight Attendants - CWA)
- 1,000** — Maine AFL-CIO (in support of the Maine AFL-CIO Legislative Scorecard)
- 1,000** — New Jersey State AFL-CIO WILD Conference (in support of the New Jersey AFL-CIO Women in Leadership Development Conference)
- 500** — Americans For Democratic Action

Top Contributions of Centralized PR

- \$3,707** — Contra Costa CLC - Dinner & Ad Sponsorship
- 2,500** — IBT Joint Council 42 - Christmas Dinner Sponsorship
- 2,500** — IBT 135 - Scholarships
- 2,000** — Food & Drug Council - Convention
- 2,000** — Operation Christmas Cheer - Christmas Donation
- 1,550** — Metro Baltimore AFL-CIO - Convention
- 1,500** — Operation Noel Solidaire - Christmas Donation
- 1,500** — UFCW 135 Charity Golf Classic - Silver Sponsorship
- 1,500** — New York State AFL-CIO - Dinner & Ad Sponsorship
- 1,500** — Hawaii Credit Union League - Convention
- 1,216** — Manitoba Nurses Union - Scholarship
- 1,171** — United Council of UFCW - Event Sponsorship
- 1,000** — Metropolitan Detroit AFL-CIO - Christmas Baskets Sponsorship Donation
- 1,000** — SEIU 1 - Chicago Jobs with Justice Dinner & Ad Sponsorship
- 1,000** — UFCW 27 - Golf Sponsorship
- 1,000** — Fresno CLC - Dinner & Ad Sponsorship
- 1,000** — NCSRCC-Minnesota - Scholarship
- 1,000** — United Labor Agency - Dinner Sponsorship
- 1,000** — Kentucky AFL-CIO - Convention
- 1,000** — Michigan Moose Association - Charity Fund Donation
- 900** — IN State AFL-CIO - Convention & Ad
- 750** — Ohio Nurses Association - Convention
- \$650** — IBB 13 - Dinner Sponsorship
- 650** — Rochester & Genesee Valley Area Labor Federation - Dinner Sponsorship
- 600** — San Joaquin-Calaveras CLC - Dinner & Ad Sponsorship
- 600** — SEIU HCII - Christmas Party Raffle Sponsorship
- 600** — SEIU 73 - Christmas Party Raffle Sponsorship
- 547** — AFL-CIO Milwaukee Labor Press - Ad
- 543** — Orange County Employees Association - Raffle Prize
- 514** — Puget Sound Agency - Raffle Sponsorship
- 500** — Washington State FFA - Scholarship
- 500** — New Jersey Citizen Action Education Fund - Summit Sponsorship
- 500** — Cosmetology Association of New Brunswick - Raffle Sponsorship
- 500** — USW Maine - Labor Conference
- 500** — Baltimore Building & Construction Trades - Christmas Party Sponsorship
- 500** — ABATE of Illinois - Christmas Party Sponsorship
- 500** — Schofield FCU - Christmas Party Sponsorship
- 500** — ABATE of Pennsylvania - Leadership & Legislative Conference
- 500** — Child Find BC - Sponsorship Donation
- 500** — Northeastern Oklahoma CLC - Sponsorship Donation



Bernard Rapoport

Founder
American Income Life

The Future is Today

2012 is upon us! I'd like to call your attention to a quotation from Lewis Mumford's book *The Myth of the Machine*. I read it many years ago, and I have never forgotten his words: "If we do not take the time to review the past, we shall not have sufficient insight to understand the present or command the future: for the past never leaves us, and the future is already here." I always tried to keep this in mind and sought to instill it in the agents I managed. The secret is to remember that the American Income opportunity is real! That's the prize we must always keep within our sight.

I heard that you wonderful folks produced more business in 2011 than we have ever done in American Income history. I salute you! But, as wonderful as that is, it is history. I challenge you to take that as the *beginning* and those figures will increase immeasurably, because I believe the World's Greatest Sales Force has the insight to understand the potential of the present to influence the future.

More important than anything is to not become complacent to the point that we don't exert ourselves to attain what we are capable of achieving. I can remember when I first went in the field some seventy years ago, I had one of those bad days that we all experience in the business of selling. I looked for the insight to understand that I could do better. When you have a bad day, you can't let it deter you because that's not the way it is nor is it the way it will remain.

If I missed a day of selling, I worried, and guess what? The next day I did not do well either! I woke up one day and realized there is no room for accepting anything other than success, but we must be willing to pay the price that success requires. Once I got that tied into my thinking, the very first year I think I earned around \$50,000 as an agent. That was a lot of money in those days! Yes, I reviewed the past as Lewis Mumford suggests, and unbelievably, I did \$100,000 production that following year. It was not hard, it really wasn't. That's when I truly understood the wisdom of Mumford's words.

Review your past, but don't dwell in it. The future is today, and all the tomorrows that follow. The future is yours to command.

BONUS

LEADERSHIP BONUS

Qualifier	Amount	SGA
Ben Halali	\$100,396	Jatoff-Foti
Patrick Bendure	41,222	Surace-Smith
Mathew Hart	32,757	Surace-Smith
Justin Adams	30,410	Simon Arias
Jason Bratin	27,627	Theodore Pappas
Ofa Tupouniua	25,940	Steve Friedlander
Simon Rolland	25,404	Steve Friedlander
Matthew Parks	21,898	Surace-Smith
Bobby Gujral	19,677	Altig-Orlovic
Samuel Cohen	19,065	Fred Hadayia

WORLD'S GREATEST BONUS

Qualifier	Amount	SGA
Michal Majewski	\$10,420	Altig-Orlovic
Mark Neilson	9,080	Altig-Orlovic
Rebecca Najlis	9,039	Jatoff-Foti
Viet Chung	8,024	Jatoff-Foti
Kristy Nguyen	7,951	Jatoff-Foti
Tone Munro	7,807	Steve Friedlander
Kyle Duffy	7,514	Jatoff-Foti
Maria Rocha	7,498	Jatoff-Foti
Jason Siliva	6,029	Steve Friedlander
Natasha Cordova	5,875	Jatoff-Foti

REINSTATEMENT BONUS

Qualifier	Amount	SGA
Sami Mogannam	\$3,133	Jatoff-Foti
Nabil Spahi	1,970	Giglione-Ackerman
Nicole Bailey	1,757	Altig-Orlovic-Deley
Mitchell Look	1,567	Surace-Smith
David Higa	992	Cohen-Cohen
David Jackson	861	Williams-Zophin
Lorena Barriere	860	Cohen-Cohen
Meakie Grice	848	Theodore Pappas
John Bulecza	743	Matt Henderson
Debra Bell	723	Bob Olson

TOTAL

\$2,678,562



CURRENT CONTEST LEADERS

STATE GENERAL AGENTS

	Name	1st Six Month STD%	First Time 15%	Code STD%	Average%
Cat I & II	Simon Arias	275.6	395.2	190.0	287.0
	Surace-Smith	196.8	257.6	93.9	182.8
	Williams-Zophin	104.8	172.2	112.3	129.8
	Steve Friedlander	85.2	180.0	117.4	127.5
	Oldham-Bianchi	88.6	200.0	89.5	126.0
Cat III & IV	Jatoff-Foti	195.7	122.2	56.1	124.7
	Fred Hadayia	120.9	155.6	87.0	121.2
	Theodore Pappas	200.9	240.0	131.3	190.7
	Imran Satti	108.2	211.1	73.3	130.9
	Steven DiChiaro	115.0	140.0	111.1	122.0
Cat V & VI	Steve Greer	105.9	150.0	93.0	116.3
	Slav Bitman	109.5	86.7	104.8	100.3
	Scott Sonnenberg	155.9	133.3	169.4	152.9
	Joseph Diecedue	120.4	116.7	103.0	113.4
	Sabrina Lloyd	277.3	216.7	144.4	212.8
Cat SU & RKE	Alex Roland	179.4	233.3	166.7	193.1
	Cunningham-Weatherspoon	117.4	133.3	161.1	137.3
	Jason Adamo	22.9	200.0	166.7	129.9



MANAGING AGENTS

	Name	Codes	Net ALP
RGA	Michael Vasu	52	\$446,315
	Thomas Vena	60	384,227
	Ben Halali	19	357,767
	Bo Gentile	48	223,953
	Zachary Hart	20	199,684
MGA	Ben Halali	18	\$324,484
	Justin Adams	21	243,200
	Patrick Bendure	20	199,684
	Jason Bratin	28	195,994
	Mathew Hart	18	162,249
GA	Karen Gagarin	11	\$279,179
	Ariana Jones	18	136,913
	Bryon Welch	14	103,336
	Seiloni Filimoehala	15	82,582
	Matthew Conrad	9	78,382
SA	Marion Magat	2	\$199,052
	Christian Napiza	2	84,971
	Viet Chung	2	64,260
	Rebecca Najlis	4	64,077
	Louis Giogaia	4	61,550

PERSONAL PRODUCERS

Name	Net ALP
Tone Munro	\$134,269
Viet Chung	133,975
William Gordon	127,150
Ryan Kendl	121,175
Nancy Solar	118,754
Maria Rocha	112,837
Mark Neilson	111,927
Rebecca Najlis	106,041
Kristy Nguyen	104,399
Ben Halali	86,064
Christina Correa	83,300
Erez Shabtay	83,082
Tara Russell	82,419
Michal Majewski	79,883
Reza Zabihi	79,171
Kyle Duffy	77,989
Omar Hashimi	75,196
Jesusdieu Portilus	73,531
Va Moua	71,122
Amy Shui	70,022

PR REPS

	Name	Leads
Cat I	Chuck Hill	11,305
	Malka Arony	7,463
	Brenda DiSomma	7,110
	Gabriela Berloni	6,960
	Vivian Dwyer	6,544
Cat II	Robin Andrade	6,092
	George Farenthold	3,774
	J T Tasker	3,463
	Maureen Roberts	3,252
	Erica Dalager	3,171
Cat III	Mario Soljan	6,027
	Carlton Debord	5,026
	David Blaisdell	4,662
	Nichole Schneider	3,936
	Lisa Verlander	3,713
Cat IV	Darrell Dorey	6,632
	Lori Vaughn	3,106
	Anna Guido-Rohrer	2,591
	Christina Stableford	2,567
	Diane Caballero	2,361

Please Note: The 6 month Hawaii Contest Period runs from October 1, 2011 to March 31, 2012. Current Contest Leaders are for the first three months ending December 31, 2011 and winners are subject to other qualifications such as retention for agents and original card percentages for PR. For full contest details and qualifications, visit www.aillife.com/arc/spotlight.aspx.

■ Anniversaries

31 Years of Service
John Jatoff, SGA

24 Years of Service
Doreen Ryan-Foti, RGA

22 Years of Service
Jerry Hartnett, PR

20 Years of Service
Tom Williams, SGA

16 Years of Service
Kenneth Altizer, PR

14 Years of Service
Erin McKee, PR

13 Years of Service
Bobby Gujral, RGA

Krissa Hensley, PR

11 Years of Service
John Akers, Agt

Erica Dalager, PR

Vann Durham, MGA

David Wang, RGA

10 Years of Service
Samuel Cohen, RGA

Zachary Hart, MGA

Nancy Myers, Agt

Ryan Stenglein, RGA

Thomas Tulowiecki, Agt

9 Years of Service
Richard Davis, SA

8 Years of Service
Samuel LaSala, SGA

Devin Phillips, MGA

7 Years of Service
Samantha Chui, SGA

Dustin Henderscheid, MGA

6 Years of Service
Larry Chick, Agt

George Lahamedjian, Agt

Alan Rosen, Agt

Michael Vasu, RGA

Joseph Westfall, PR

Paul Winslow, PR

5 Years of Service
Jackie Alston, GA

Mark Beckford, SGA

Carlo Bonifazi, MGA

Kathryn Chaisson, RGA

Dustin Dunbar, MGA

Marcus Howard, GA

Lee Jeffers, RGA

Daniel Jones, MGA

Stephen Matous, PR

James May, Agt

Ashlynn Orng, MGA

4 Years of Service
Anna Bucaro, PR

Sarai Castanon, MGA

Mark Flemm, PR

Katherine Kidder, PR

Nicholas Lorence, RGA

Catherine Minor, RGA

Amanda Mlinaz, PR

Gary Rothman, PR

3 Years of Service
Hether Adams, PR

Angel Arista, SA

Michael Bager, Agt

Daniel Bauer, MGA

Matthew Burquest, Agt

Maria Diringer, SA

Larry Finch, GA

Ruben Fuentes, Agt

Troy Garidel, PR

Bridget Hamilton, PR

Jeremy Harbin, SGA

Maria Lealaialoto, Agt

Dianna Lueke, PR

Marcus Noel, GA

Richard Nypower, SA

Chad Panzer, MGA

Apiseka Papa, Agt

Aaron Parks, MGA

Nicholas Patterson, GA

Dan Rubio, SGA

William Silbereis, Agt

Daniel Toshner, RGA

Josh Wheeler, SA

Jessica Wilhite, MGA

Israel Wizenfeld, Agt

2 Years of Service
Marlene Alen, PR

Daniel Bernard, SA

Thomas Bonner, Agt

Ruth Charlesworth, Agt

Brian Culp, MGA

Hunter Houvener, MGA

Richard Johnson, MGA

Christine Judge, RGA

Bradley Kampmeier, GA

James Keefer, MGA

Robert Larkrith, Agt

Sione Latuhoi, Agt

Chantal Levy, Agt

George Murry, PR

Gary Paluzzi, Agt

Michael Phillips, Agt

Raymon Reynolds, GA

Diedre Sandbrook, SA

Anna Senra, SA

John Setu, GA

Peer Shmelzermoratin, MGA

James A Smith, GA

Jamie Solis, MGA

Judith Spade, PR

Casey Sperzel, Agt

Christina Stableford, PR

1 Year of Service
Jordan Abernathy, SA

Alta Adrien, Agt

Pamela Altman, SA

Alisha Armand, SA

Lora Beronja, SA

Denise Berrios, GA

Aaron Booth, GA

Jeremy Broumpton, Agt

Dwayne Cameron, Agt

Danielle Cardello, SA

Michael Connell-McDowell, Agt

Howard Dotson, Agt

Thomas Fellicciardi, GA

Seiloni Filimoehala, GA

William Flournoy, GA

Jordan Freeman, SA

Bo Gentile, RGA

Meakie Grice, Agt

Eluerecia Guzman, SA

John Hancock, MGA

Russell Hart, Agt

Aaron Haynes, GA

Dace Heislere, SA

David Henderson, Agt

Melanie Hutchison, SA

Richard Jones, PR

Mary Keough, PR

Sharmila Lapana, Agt

Leong Lee, Agt

Qiong Liang, SA

Michael Logue, GA

Benedict Maez, Agt

Sylvester Mba, Agt

Tia McCutcheon, SA

Christopher McFoy, SA

Staci Meckler, SA

David Miller, GA

Stephen Moore, SA

Marshall Morrison, Agt

Monica Murray, GA

Patrick O'Brien, SA

Jodi Oleson, PR

Chad Powroznik, Agt

Trauja Purifoy, SA

John Reeves, GA

Samantha Romano, GA

Natalya Rubel, SA

Johna Ryan, MGA

Michael Sanders, Agt

Jennifer Sassenus, SA

Josh Schwab, GA

Donald Seaburg, Agt

Araksya Shahinya, SA

Andrew Sunkin, SA

Felicia Traylor, Agt

Russell Trujillo, SA

Eric Tsen, SA

Gerard Twomey, PR

Teo Underhill, SA

Matthew Veglia, SA

Beth Wiese, GA

Brent Wilhelmi, GA

Blake Williams, Agt

Kascey Williamson, SA

Qing Yuan, Agt

■ Promotions

State General Agent
Richard Correa

Maria Greene

Javier Sandoval

Regional General Agent
Robert Janev

Richard Lepis

Moswen Taylor

Randy Teyssier

Mark Wyner

Master General Agent
Danielle Arena

Souleymane Bah

Jeremy Barrier

Erik Boyd

Barbara Corigliano

Karolina Debek

Juan de la Cruz

Robert Dunn

Vann Durham

Debbie Ezernack

Mavrick Fredericks

Phillip Jenkins

Chris Lussier

Daniel Mastropolo

Ryan Merritt

Nga Nguyen

Daniel Noll

Zach Otto

Harold Robertson

George Rosicky

Ali Rothbaum

Taneshia Solomon

Emmanuel Villasenor

Ryan C Wilson

60% General Agent
Craig Duletzke

Aaron Haynes

Bradley Kampmeier

Stephen Kemper

Crystal Lynch

Monica Murray

Dan Nebraska

Justin Oldham

Travis Picklesimer

Yadollah Pourjalali

Raymon Reynolds

Nicholas Spirito

Tarisa Tooke

Ronnie Valdez

Christine Weatherspoon

57.5% General Agent
Reynolds Akuamo

Christopher Buonanni

Stuart Burgner

Karen Cheng

James Curtis

Sommer Daves

Jared Durham

Alex Elledge

Thomas Fellicciardi

Liseti Fifita

Doris Garrett

Louis Giogaia

Marcus Guyton

Aaron Haynes

Alvin Jackson

Alexander Leshchik

Mercedes Lloyd

Shahab Mahdaveinejad

Tanisha Mathis

Lee Anne Pace

Ainsworth Ramkhelawan

Samantha Romano

Jessica Tasky

Benjamin Thompson

Markena Ward

Tara Weisz

Abdul Yusuf

55% Supervising Agent
Timothy Almond

Angel Arista

Jessica Armand

Adrian Bannister

Christine Barbour

Matthew Butler

Aleta Coleman

Staci Daggett

Christopher Daniels

Aldina DaRosa

Tanner Daves

Alura Davis

Christon Dixon

Valen Eberhard

Kori Firmin

Kenneth Fredieu

Matthew Gabler

Robert Gibson

Fred Goetz

Joseph Hagerman

Isaac Hernandez

Ricky Jenkins

Bonnie Jones

Adam Lynch

Jodi MacPherson

Lindsay McClure

Dennis McGuire

James Mollett

Katharine Myers

Alan Pazmoran

Dason Phaul

Felicia Price

Evan Reich

Larry Sale

Maciel Sandoval

Joseph Schneider

Fay Smith

Wendy Sotelo

Rosa Torres

Matthew Trammel

Peter Van Der Westhuizen

Tracy Vo

Emily Youngpeter

Erin Yuhas

52.5% Supervising Agent
Giancarlo Altube

Eduardo Barrantes

Craig Blankenship

Ryan Blegen

Carrie Bowman

Charlene Braithwaite Lovett

Carlo Buhay

Searcie Cassidine

Benjamin Clabaugh

Michael Cloherty

Maren Conway

Joshua Cosentino

Ieton Daka

Stacey Davis

Paul Derenzo

Fatoumata Dibba

Donald Dowbor

Joseph Duran

Jacob Edison

Daniel Fifita

Mosese Fifita

Brodie Fischer

Liam Flaherty

Nicholas Frankovich

Mary Garriott

Catherine Gennaro

David Gregoire

Forest Gsell

Johnny Gurley

Anthony Gutierrez

Derek Hamm

David Hawkins

Lorette Hines

Charles Hood

Sean Hudson

Charity Jenkins

Lynn Kepner

Thomas Kijanowski

Cameron Kline

Kristel Kreiser

James Lima

Michael Lipari

Zachary Locuson

Charlyn Lum

Sean Madden

Kasun Mapatuna

Andrew Mar

Manuel Marte

Lazarus McRae

Julian Meush

Roxana Miranda

Mikhail Mishkov

David Montgomery

Dawn Montgomery

Linda Moore

Christian Morado

Fabian Mundaca

Floyd Musgrave

Surinder Natt

Pamela Nogales

Robert Novas

Randy Ocampo

Michael Olujajigbe

Premlata Pandey

Kershawn Payne

Sean Prosser

Harrynarine Ramoutar

Jocelyn Readnour

Dale Recksiedler

Anthony Rizzo

Jessica Sanchez

Marian Sertler

Thomas Shafer

Craig Shaw

Gloria Shu

Crystal Smith

Lisa Smith

Robert Sobczak-Slomczew

Austin Soboleski

Clinton Spaeth

Brian Stampe

Colleen Stansu

Jeremy Talanca

Hausia Taufui

Bobby Taylor

Kingsley Tazinya

Robert Thompson

Janko Todorov

Nicole Tomas

Seluvaia Tonga

Quang Tran

Steve Tran

Vakaola Tupouniua

Mahiyar Vazifdar

George Waters

Joshua Weir

Joanna Wetzl

Aaron Wiggins

Donald Wilds

Wesley Wilkinson

Craig Wright

Mark Ziemianski

NEW
SGA



Rich Correa
Colorado
January 1

With AIL since 2000, Rich assumes the leadership position left vacant by his former SGA Steve DiChiaro's promotion. He says that although he saw many people around him become extremely successful, it was Larry Strong who convinced him he wasn't thinking big enough. "I think my greatest asset is that my agents know that I genuinely care about them, their families, their well-being, and their dreams." Rich, wife Natasha and children Britney, Ricky and Paris make their home in Denver.

NEW
SGA



Javier Sandoval
New Hampshire/Vermont
January 1

Javier started with AIL and the DiChiaro Agency in 2008 after a successful career as a mortgage broker. He says he looked at several insurance opportunities but chose AIL based on the career path, the fact that we promote from within and lifetime renewals. He says that he enjoys helping other people define their goals, then working with them to develop a plan to achieve them. Javier, wife Gina, daughter Ashley and son Javier recently relocated to Hollis, New Hampshire.

FOUNDERS CLUB

December 2011 Qualifiers — Outstanding Producers & PR Representatives:

Ryan Kendl
 Altig-Orlovic Agency
 4th Qualification
 \$161,190 Net ALP
 81.2% Ret

Ronald Rivera
 Cohen-Cohen Agency
 3rd Qualification
 \$62,795 Net ALP
 83.0% Ret

Jun Ma
 Altig-Orlovic Agency
 2nd Qualification
 \$56,819 Net ALP
 92.2% Ret

Amy Shui
 Giglione-Ackerman Agency
 2nd Qualification
 \$81,770 Net ALP
 79.0% Ret

Bradley Weigand
 Surace-Smith Agency
 1st Qualification
 \$50,823 Net ALP
 95.5% Ret

Chuck Hill
 Nevada Territory
 3rd Qualification
 17,542 Cards



The SA/GA Direct Code Field Training Bonus became available June 1, 2011 and we are excited by the results! The number of weekly bonuses has increased steadily, and the number of SAs and GAs who qualified has also increased. Want in on this action? Talk to your manager and see how much you can add to your income next month. You have until March 31st to maximize this bonus opportunity.

YTD BONUS LEADERS YTD Bonus Payout \$1,912,504

1 MARION MAGAT \$73,798 Jatoft-Foti	2 CHRISTIAN NAPIZA \$48,851 Jatoft-Foti	3 KAREN GAGARIN \$22,779 Jatoft-Foti	4 DOMINIQUE BERTONCINI \$21,917 Jatoft-Foti	5 ALOMKONE SOUNDARA \$21,182 Jatoft-Foti
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DECEMBER BONUS LEADERS December Bonus Payout \$302,420 December Bonus Qualifiers 468

1 Marion Magat \$23,393 Jatoft-Foti	26 Ryan Fickert \$2,064 Surace-Smith
2 Christian Napiza 14,988 Jatoft-Foti	27 Valerie Cormier 2,034 Steve Greer
3 Dominique Bertoncini 6,519 Jatoft-Foti	28 Bernadette Casciato 1,949 Simon Arias
4 Rebecca Najlis 6,237 Jatoft-Foti	29 Richard Lyddon 1,933 Steven DiChiaro
5 Aaron Haynes 5,406 Simon Arias	30 Bobby Szwaja 1,925 Theodore Pappas
6 Louis Giogaia 4,382 Theodore Pappas	31 Aaron McLean 1,902 Imran Satti
7 Matthew Cosic 4,358 Surace-Smith	32 Robert Dunn 1,875 Surace-Smith
8 Ofa Siasau 3,397 Steve Friedlander	33 Josephine Brown 1,868 Steve Friedlander
9 Karen Gagarin 3,344 Jatoft-Foti	34 Christopher Newman 1,774 Surace-Smith
10 Kyle Wrobel 3,155 Surace-Smith	35 Loretta Ekeroma 1,720 Steve Friedlander
11 Cameron Cimino 2,949 Simon Arias	36 Abdul Yusuff 1,700 Simon Arias
12 Bernard Oliphant 2,856 Altig-Orlovic-Hay	37 David P Holt 1,687 Slav Bitman
13 Timothy Clark 2,786 Surace-Smith	38 Matthew Conrad 1,686 Surace-Smith
14 Ruben Santillana 2,715 Steve Friedlander	39 Taneshia Solomon 1,683 Steve Greer
15 Nicole Johnson 2,659 Surace-Smith	40 Donny Shumkuenip 1,593 Steve Friedlander
16 Violetta Goldman 2,618 Oldham-Bianchi	41 Andre McCallum 1,592 Surace-Smith
17 Scott Smith 2,476 Fred Hadayia	42 Tevita Tupouniua 1,591 Steve Friedlander
18 Andrew McQuade 2,428 Steven DiChiaro	43 Shahab Mahdavejad 1,573 Theodore Pappas
19 Amanda Beyersdorff 2,406 Surace-Smith	44 Zachary Santino 1,565 Oldham-Bianchi
20 Kevin Ristau 2,385 Alex Roland	45 Mardolin Tutai 1,555 Steve Friedlander
21 Bryon Welch 2,358 Steve Friedlander	46 Jessica Tasky 1,534 Simon Arias
22 Jesse Remby 2,287 Simon Arias	47 Billy Northington 1,529 Alex Roland
23 Matthew Hodge 2,251 Oldham-Bianchi	48 Daniel Bernard 1,519 Oldham-Bianchi
24 Trevor Bailey 2,164 Imran Satti	49 Bradley Gray 1,517 Imran Satti
25 Samantha Romano 2,075 Fred Hadayia	50 Kevin Galloway 1,498 Fred Hadayia

Directors of the Month

Sales Director of the Month

Leaders growing leaders!

Murray Horowitz



Murray had 117% Growth over December 2010!
 Excellent job, Murray!

PR Director of the Month

Leaders growing leaders!

Laurie Onasch



For her territories, Laurie increased leads in December 2011 by 2,806 over December 2010!
 Way to go, Laurie!



Driving Excellence



LEADERSHIP ACADEMY

Leadership Academy 2012 is underway!

Enthusiastic future leaders from the U.S., Canada and New Zealand are taking advantage of this intense, relevant, game-changing training. Leadership Academy provides comprehensive training on all aspects of leadership, from basic skills to the finer points of Agency building. Qualifying Agents are invited to experience hands-on, exciting workshops where you'll learn how to:

- **Build your Agency**
- **Increase sales**
- **Develop leadership skills**
- **Recruiting**
- **And more!**



Leadership Academy is broken into four levels from basic to advanced:

101: Fundamentals of Agency Building – for Supervising Agents/General Agents

201: Building for Ownership – for all newly appointed Master General Agents and any Master General Agent/Regional General Agent whose Director or SGA feels would benefit

301: Top Gun – for any qualifying Master General Agent with \$225k of first 6 months Net Annualized Life Premium

401: Results Driven Leadership – for newly promoted State General Agents

Get with your SGA today to find out how you can get VIP access to AIL's next Leadership Academy!

Up next – Top Gun: March 7-8

“Leadership and learning are indispensable to each other.”
— John F. Kennedy

Leadership



Rob Falvo
Senior Vice President
of Field Operations

Suspend Disbelief?

Some time ago, I read an article that asked me to “Suspend Disbelief,” which is a different way of saying, “Believe anything is possible.” One of the best areas of your life to apply this concept is to your success.

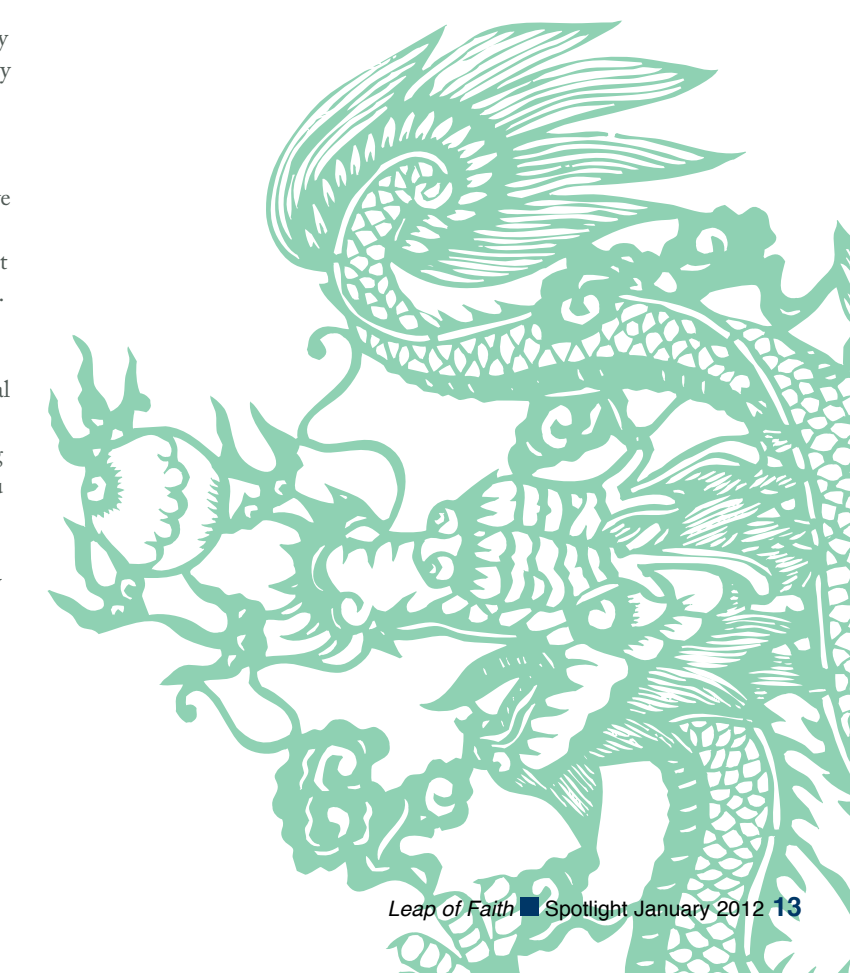
The most powerful determinant of your success is what you believe about your success. Do you want to be successful? Or do you believe you will be successful? And I don't mean, do you think success is possible? I mean, do you have that feeling deep in your gut that you will experience success? It's no coincidence that your actions reflect your answers to these questions. You're not going to commit the energy and time required to reach a goal if you don't believe you'll ever actually achieve it. It would be pointless. Success comes in the doing, and if you're not doing, you're certainly not succeeding.

For some reason, we must have concrete evidence before we will believe in something. Often our proof comes from outside influences and not within ourselves. Past difficulties and the opinions of others cause what you believe about your success to be flawed with doubt and skepticism. Your skepticism, which you presume to be based on rational thinking and an objective assessment of facts about yourself, is rooted in mental junk. Your doubts are not the product of accurate thinking, but habitual thinking. Somewhere along the path of life you accepted flawed conclusions as correct, and you began to live your life as if those wrong ideas about your potential were true. It's time to find the faith that you had in yourself before.

Instead of believing failure is an option, believe that success is the only possible outcome. Take the leap toward your goals and act as if your success is guaranteed. Going from your current level of achievement to one several levels higher in one bold jump is an almost unbelievable idea. You may have definite reservations about the possibility that you can make such exponential improvement at all. Suspend disbelief, and act. If you don't have proof that you can achieve success, do you have proof that you can't? If you must doubt something, doubt your limits.

No one holds the answer to how successful you will be except you. Your belief in yourself is the only proof you need.

Always remember the wisdom of Hebrews 11:1, “*Now faith is the substance of things hoped for, the evidence of things not seen.*”



COMPANY RECORDS 2011

\$12.8M

ALL TIME LARGEST
DECEMBER RECORD

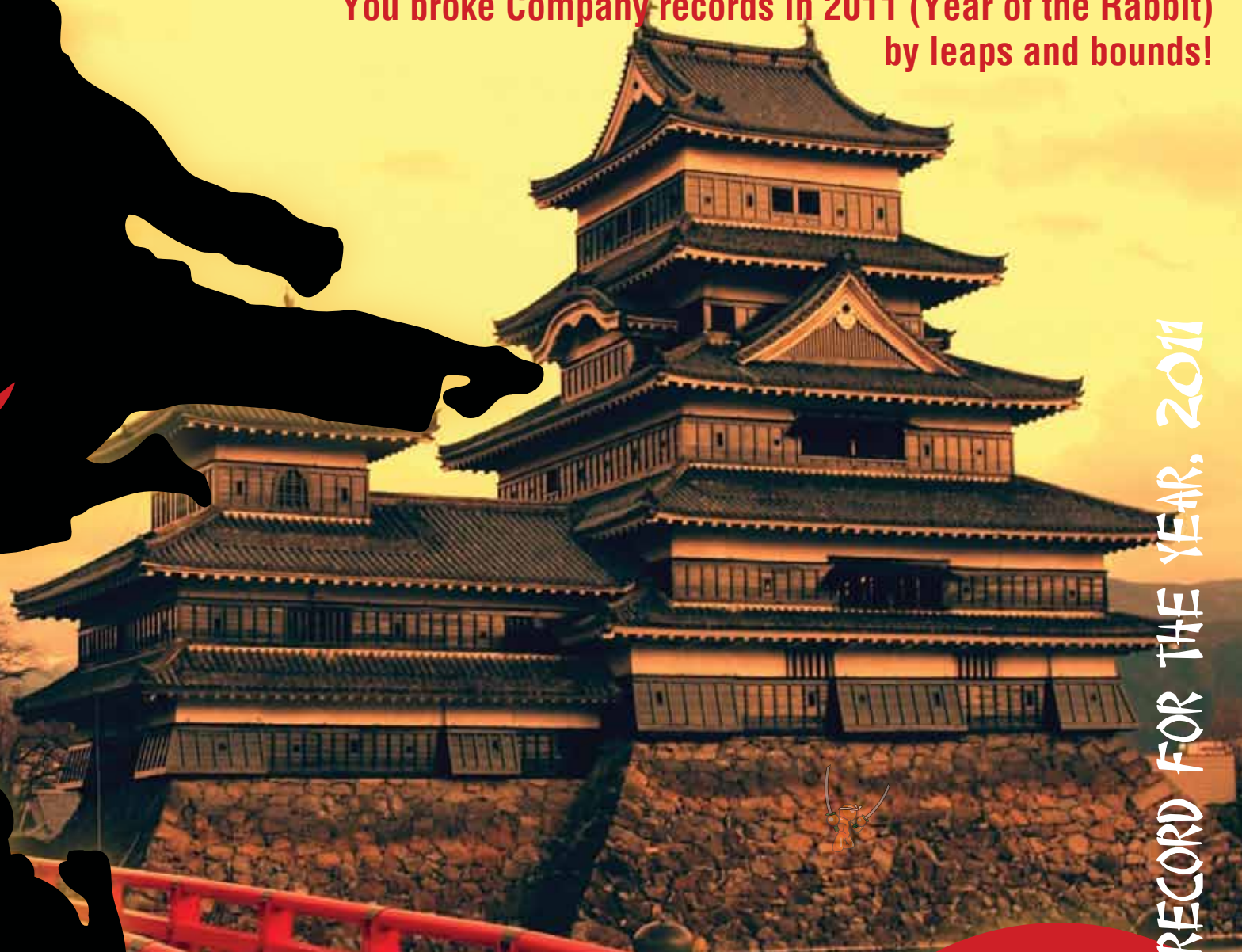


\$39.7M

ALL TIME RECORD
LARGEST 4TH QUARTER



Take a bow!
You broke Company records in 2011 (Year of the Rabbit)
by leaps and bounds!



ALL TIME RECORD FOR THE YEAR, 2011

\$145M

RECORD BREAKERS 2011



Ben Halali

Top RGA
Net ALP YTD: \$8,242,209

Top MGA
Net ALP YTD: \$4,468,285
SGA: Jatoft-Foti



Marion Magat

Top SA
First 6 Mo Agt YTD: \$653,097
SGA: Jatoft-Foti



Karen Gagarin

Top GA
First 6 Mo Agt YTD: \$1,468,394
Net ALP YTD: \$2,262,883
SGA: Jatoft-Foti



Tone Munro

Top PP
Net ALP YTD: \$477,306
SGA: Steve Friedlander

AIL Laptop on Demand supplemental online training on the Needs-Based Sales Presentation is available 24/7 on your laptop and the most popular browser-enabled smart phones, PDAs and tablet devices. You can see an entire Union presentation role-played with commentary to give you insight into the method behind the training. Many other training and reference materials are available on the site, and updates are ongoing.

Recent updates:

- New segments show how to transition from initial rapport building to presenting the No-Cost Introductory Offers according to lead type: POS, Referral and Child Safe.
- The Button-up segment explains what happens after the sale so your customer is well-informed and comfortable regarding his/her purchase.
- The Quality of Business segment helps you make sure your business issues quickly.
- The PR Training segment explains how our PR team works to establish relationships with our groups, and the Agent's role in preserving and enhancing these relationships.

Visit www.aillaptopondemand.com
User Name = sales@aillife.com
PW = LaptopNow
Agency trainers, talk to your SGA for Instructor logon credentials.

Check back frequently – new content is already in the works!



Dr. Lorretta Johnson

*Secretary-Treasurer
American Federation of Teachers, AFL-CIO*

Lorretta Johnson has been the Secretary-Treasurer of the American Federation of Teachers, AFL-CIO since July 2011. Later that year, she was elected treasurer of the AFT Educational Foundation and chair of the AFT Benefit Trust. She also served as a vice president of the AFL-CIO. Johnson also serves on the board of directors of the Albert Shanker Institute, the AFL-CIO's Union Privilege organization and the AFL-CIO Transportation Trades Department.

Before becoming AFT secretary-treasurer, Johnson was the union's executive vice president, and chaired the AFT Paraprofessionals and School-Related Personnel (PSRP) program and policy council. She was president of the Baltimore Teachers Union's paraprofessional chapter for 35 years and president of AFT-Maryland for 17 years.

Johnson started her career in 1966 as a teacher's aide in a Baltimore elementary school, where she organized paraprofessionals like her into the Baltimore Teachers Union. In 1970, she negotiated the union's first contract. Over the years, she also served as chief negotiator for teacher and paraprofessional contracts.

Johnson holds several leadership positions outside the AFT and has received many honors for her activism and service to the field of education.

Johnson is the proud mother of three children, whom she raised with her late husband, Leonard. She has seven grandchildren and four great-grandchildren.



Robert Roach, Jr.

*General Secretary-Treasurer
International Association of Machinists
and Aerospace Workers*

Robert Roach started in the IAM as a ramp serviceman for TWA and a member of Local Lodge 1056 in New York. Soon after, he transferred to Local Lodge 1445 in Newark, NJ. He was elected as a shop steward in 1976 and served as Grievance Committee Chairman from 1979 through 1992.

Roach held other offices in Local Lodge 1445, including trustee, vice president and president.

In 1984, Roach was elected District Lodge 142 trustee and also served as coordinator for the District's Human Rights Committee. He became a District 142 General Chairman in 1992.

In 1994, Roach was appointed Transportation Department Special Representative and a Grand Lodge Representative (GLR) in 1996. From GLR, he became General Vice President of the Transportation Department on June 1, 1999.

Roach earned a Bachelor of Science degree in Labor and Management Relations at the Empire State Labor College and is a graduate of the Labor Studies program at the Cornell School of Labor.

PUT EXTRA **PUNCH** IN YOUR PRESENTATION WITH AIL LAPTOP ON DEMAND!



NEW LAB MEMBERS

Individual Producers



1. Mark Neilson
Provo, UT



2. Viet Chung
San Jose, CA



3. Michal Majewski
Saskatoon, SK



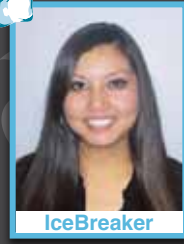
4. Maria Rocha
Roseville, CA



5. Kyle Duffy
San Jose, CA



6. Rebecca Najlis
San Jose, CA



7. Leane Nguyen
Roseville, CA



8. Kristy Nguyen
Roseville, CA



9. Tone Munro
Auckland, NZ



10. Jason Siliva
Auckland, NZ



11. Jason Alper
Concord, CA



12. Nancy Solar
San Jose, CA



13. Natasha Cordova
San Jose, CA



14. Erez Shabtay
Los Angeles, CA



15. Tibor Simon
Surrey, BC



16. Kim Nguyen
San Jose, CA



17. Ben Halali
San Jose, CA



18. John Holstein
Roseville, CA



19. Mauselie Dor
Miami Lakes, FL



20. Ryan Kendl
Huntington Beach, CA

IceBreakers

Jeffrey Pearce
Auckland, NZ
\$15,752 Net ALP
Sara Welch MGA
Steve Friedlander SGA

Jack Croxall
Cleveland, OH
\$12,476 Net ALP
Matthew Parks MGA
Surace-Smith SGA

Francisco Alejo
Concord, CA
\$12,416 Net ALP
Doreen Ryan-Foti MGA
Jatoff-Foti SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

December Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Mark Neilson	\$67,768		73.3	Nicholas Lorence	Altig-Orlovic
2.	Viet Chung	64,523		86.0	Ben Halali	Jatoff-Foti
3.	Michal Majewski	60,846		74.6	Bobby Gujral	Altig-Orlovic
4.	Maria Rocha	58,588		85.8		Jatoff-Foti
5.	Kyle Duffy	54,869	92		Ben Halali	Jatoff-Foti
6.	Rebecca Najlis	54,038		82.3	Ben Halali	Jatoff-Foti
7.	Leane Nguyen	48,921	100			Jatoff-Foti
8.	Kristy Nguyen	45,773		90.4		Jatoff-Foti
9.	Tone Munro	44,392		88.5	Norman Sellen	Steve Friedlander
10.	Jason Siliva	42,526	100		Ofa Tupouniua	Steve Friedlander
11.	Jason Alper	39,694	100		Jose Harb	Jatoff-Foti
12.	Nancy Solar	38,873	95		Ben Halali	Jatoff-Foti
13.	Natasha Cordova	38,412	97		Ben Halali	Jatoff-Foti
14.	Erez Shabtay	33,764		92.2		Cohen-Cohen
15.	Tibor Simon	32,247		79.8	James Raymond	Altig-Orlovic
16.	Kim Nguyen	31,418	98		Ben Halali	Jatoff-Foti
17.	Ben Halali	30,585		80.4	Ben Halali	Jatoff-Foti
18.	John Holstein	28,614		76.9		Jatoff-Foti
19.	Mauselie Dor	28,494	88		Fritznel Octave	Williams-Zophin
20.	Ryan Kendl	28,422		81.2	Nicholas Lorence	Altig-Orlovic
21.	Lafi Papalii	28,267		71.5	Lorenzo Lameko	Steve Friedlander
22.	Omar Hashimi	27,978		76.5		Jatoff-Foti
23.	Lily Tchen	26,583		91.7		Cohen-Cohen
24.	Raquel Baldwin	26,035		90.1	Nicholas Lorence	Altig-Orlovic
25.	Meredith Divita	24,663	100		Ben Halali	Jatoff-Foti
26.	Herivelto Pereira	24,268		89.9		Jatoff-Foti
27.	Donald Wilds	24,256	99		Justin Adams	Simon Arias
28.	Mary Ann Gaelic	24,112		85.4		Steve Friedlander
29.	Scott Curtis	22,455	93			Jatoff-Foti
30.	Timothy Cruise	22,401		72.9		Altig-Orlovic
31.	Charles Diulus	22,273	90		Matthew Diulus	Simon Arias
32.	Paul Derenzo	22,233	98		Justin Adams	Simon Arias
33.	Jesudieu Portilus	21,431	89		Fritznel Octave	Williams-Zophin
34.	Reza Zabihi	21,274	100		Ben Halali	Jatoff-Foti
35.	Maren Conway	21,181	91		Marisa Wilgruber	Fred Hadayia
36.	Joshua Cosentino	20,566	100		Brenda Welsh	Simon Arias
37.	Kevin Appasamy	20,510		75.5		Altig-Orlovic
38.	Tevita Tupouniua	20,443		85.9	Ofa Tupouniua	Steve Friedlander
39.	Amy Shui	19,632		79.0		Giglione-Ackerman
40.	Katie Massart	19,526		90.5	Brenton Betts	Altig-Orlovic
41.	Richard Luzaich	19,127		83.9		Alt-Orl-Deley
42.	Steven Stensrud	18,818		76.9	John McGrath	Altig-Orlovic
43.	Alex Rozotto	18,451		78.2	Doreen Ryan-Foti	Jatoff-Foti
44.	Bruce Viaje	18,224		69.5	Bobby Gujral	Altig-Orlovic
45.	Tara Russell	18,221	81		Ben Halali	Jatoff-Foti
46.	Bruce Tan	17,998		85.4	Christopher Clark	Altig-Orlovic
47.	Ronald Rivera	17,991		83.0		Cohen-Cohen
48.	Corey Neff	17,968		88.2	Corey Neff	Brandon Cooley
49.	Maritz Reyes-Beltran	17,752	93		Doreen Ryan-Foti	Jatoff-Foti
50.	Arnold Iacoviello	17,729		70.4		Williams-Zophin

ALL TIME RECORD: OFA TUPOUNIUA \$87,000 Net ALP

YTD Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Tone Munro	\$477,306		88.5	Norman Sellen	Steve Friedlander
*2.	Mark Neilson	301,923		73.3	Nicholas Lorence	Altig-Orlovic
*3.	Erez Shabtay	301,421		92.2		Cohen-Cohen
*4.	Ryan Kendl	300,456		81.2	Nicholas Lorence	Altig-Orlovic
*5.	Rebecca Najlis	281,479		82.3	Ben Halali	Jatoff-Foti
*6.	Kristy Nguyen	281,132		90.4		Jatoff-Foti
*7.	Michal Majewski	272,401		74.6	Bobby Gujral	Altig-Orlovic
*8.	Maria Rocha	267,199		85.8		Jatoff-Foti
*9.	Viet Chung	261,244		86.0	Ben Halali	Jatoff-Foti
*10.	Ben Halali	259,145		80.4	Ben Halali	Jatoff-Foti
11.	Amy Shui	250,985		79.0		Giglione-Ackerman
12.	Katie Massart	232,204		90.5	Brenton Betts	Altig-Orlovic
13.	Lily Tchen	228,924		91.7		Cohen-Cohen
14.	Max Quasem	216,152		87.2		Cohen-Cohen
15.	Omar Hashimi	212,399		76.5		Jatoff-Foti
16.	Yvonne Zarathustra	200,612		79.7	Yvonne Zarathustra	Jatoff-Foti
17.	Bruce Tan	196,355		85.4	Christopher Clark	Altig-Orlovic
18.	Roghie Hassan Loo	194,838		75.1	Byron Paz	Josh Chalom
19.	Terrence Asuncion	193,934		82.2		Jatoff-Foti
20.	Ronald Rivera	169,551		83.0		Cohen-Cohen
21.	Lesina Ah Sue	167,962		68.7	Stephen Hill	Steve Friedlander
22.	Fritznel Octave	156,582		88.5	Fritznel Octave	Williams-Zophin
23.	Joshua Lenix	155,881		91.3	Mathew Hart	Surace-Smith
24.	Richard Luzaich	155,632		83.9		Alt-Orl-Deley
25.	Mauselie Dor	155,130	88		Fritznel Octave	Williams-Zophin
26.	Robert Ulreich	153,400		91.5		Jatoff-Foti
27.	Steve Marker	152,483		79.3	Troy Plummer	Alt-Orl-Hay
28.	Samvel Tigranyan	151,371		84.7	Erik Graham	Cohen-Cohen
29.	Samson Adelufosi	150,115		84.6		Giglione-Ackerman
30.	Casey Sperzel	150,044		80.0	James Allen	Travis Moody
31.	Justin Germany	149,983		71.1	Justin Germany	Dan Rubio
32.	Christian Napiza	146,133		74.4	Ben Halali	Jatoff-Foti
33.	Joey Kennedy	145,859		73.2	Ryan Stenglein	Altig-Orlovic
34.	Matt Flores	145,643		73.4	Yvonne Zarathustra	Jatoff-Foti
35.	Scott Hanna	145,326		80.5	Scott Hanna	Williams-Zophin
36.	Steven Stensrud	145,226		76.9	John McGrath	Altig-Orlovic
37.	Bernard Oliphant	142,636		92.8	Troy Plummer	Alt-Orl-Hay
38.	Tibor Simon	142,055		79.8	James Raymond	Altig-Orlovic
39.	Mario Andres Chavez	139,396		86.1	Doreen Ryan-Foti	Jatoff-Foti
40.	Cherri Xie	138,087		89.4	Ryan Stenglein	Altig-Orlovic
41.	Ross Ewen	135,748		80.8		Scott Rehberg
42.	Chad Davis	134,644		79.9	Haoyu Xu	Imran Satti
43.	Al-Karim Walji	133,731		82.3		Altig-Orlovic
44.	Brock Lampee	130,655		84.5		Tiffany Roland
45.	Timothy Cruise	129,455		72.9		Altig-Orlovic
46.	Jun Ma	129,152		92.2	Bobby Gujral	Altig-Orlovic
47.	Francois Telfort	128,973		82.5	Ryan Hall	Laura Fisher
48.	Beth Snow	128,055		82.2		Jatoff-Foti
49.	Jodi Bohdal	127,570		68.9	Samuel Cohen	Fred Hadayia
50.	Luciana Mosca	127,524		85.2	Carlo Bonifazi	Bob Olson

ALL TIME RECORD: TONE MUNRO \$477,360 Net ALP **HOT NEW RECORD**

Supervising Agents



1. Marion Magat
Roseville, CA



2. Christian Napiza
San Jose, CA



3. Matthew Cosic
Cleveland, OH



4. Rebecca Najlis
San Jose, CA



5. Pamela Altman
Columbus, OH

December Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Marion Magat	\$196,299	\$196,299	89		Jatoff-Foti
2.	Christian Napiza	153,851	164,585	90		Ben Halali Jatoff-Foti
3.	Matthew Cosic	48,823	68,221		77.7	Nicholas Zangardi Surace-Smith
4.	Rebecca Najlis	45,939	99,377	97		Ben Halali Jatoff-Foti
5.	Pamela Altman	40,698	47,564	89		Elias Hazen Surace-Smith
6.	Viet Chung	37,995	108,337	93		Ben Halali Jatoff-Foti
7.	Louis Giogaia	36,506	35,183	95		Syed Quadri Theodore Pappas
8.	Christopher Newman	35,551	34,657		72.9	Mathew Hart Surace-Smith
9.	Melissa Wartman	27,505	32,664	88		Matthew Parks Surace-Smith
10.	Samantha Romano	25,831	26,739	84		Marisa Willgruber Fred Hadayia

ALL TIME RECORD: MARION MAGAT \$286,210 1st Six Mo Agt
ALL TIME RECORD: MARION MAGAT \$286,210 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Marion Magat	\$653,097	\$660,467	89		Jatoff-Foti
2.	Christian Napiza	387,105	460,498	90		Ben Halali Jatoff-Foti
3.	Matthew Cosic	285,325	473,559		77.7	Nicholas Zangardi Surace-Smith
4.	Christopher Newman	196,747	295,332		72.9	Mathew Hart Surace-Smith
5.	Viet Chung	183,754	366,337	93		Ben Halali Jatoff-Foti
6.	Henry Briggs	182,378	206,853		71.8	Taina Lameko Steve Friedlander
7.	Alomkone Soundara	176,770	197,285	91		Jatoff-Foti
8.	Luan Hajnaj	168,274	301,008		77.6	Matthew Parks Surace-Smith
9.	Steven Rotherforth	166,042	329,929		80.4	Stephen Jubrey Oldham-Bianchi
10.	Pamela Altman	159,596	221,452		69.0	Elias Hazen Surace-Smith

ALL TIME RECORD: MARION MAGAT \$653,097 1st Six Mo Agt **HOT NEW RECORD**
ALL TIME RECORD: \$959,675 Net ALP

General Agents



1. Karen Gagarin
Roseville, CA



2. Ariana Jones
Flushing, NY



3. Kyle Wrobel
Columbus, OH



4. Kevin Holtz
Cleveland, OH



5. Dominique Bertoncini
San Jose, CA



6. Seiloni Filimoehala
Auckland, NZ



7. Bryon Welch
Auckland, NZ



8. Amanda Beyersdorff
Columbus, OH



9. Matthew Conrad
Cleveland, OH



10. Nasr Quadri
Flushing, NY

December Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Karen Gagarin	\$263,968	\$363,004	72.7		Jatoff-Foti
2.	Ariana Jones	101,180	134,700	72.8		Jason Bratin Theodore Pappas
3.	Kyle Wrobel	82,462	92,797	68.6		Mathew Hart Surace-Smith
4.	Kevin Holtz	71,094	95,282	76.6		Nicholas Zangardi Surace-Smith
5.	Dominique Bertoncini	62,835	70,489	88		Jose Harb Jatoff-Foti
6.	Seiloni Filimoehala	60,724	63,842	68.7		Simon Rolland Steve Friedlander
7.	Bryon Welch	60,444	76,719	86.7		Sara Welch Steve Friedlander
8.	Amanda Beyersdorff	49,787	70,382	80.0		Mathew Hart Surace-Smith
9.	Matthew Conrad	48,059	66,590	81.6		Matthew Parks Surace-Smith
10.	Nasr Quadri	45,321	45,733	87.3		Syed Quadri Theodore Pappas
11.	Ofa Siasau	42,824	42,740	94		William Smith Steve Friedlander
12.	Mark Glazer	41,336	41,588	73.4		Jason Bratin Theodore Pappas
13.	Rachel Bryson	41,291	53,105	74.4		Thomas Vena Simon Arias
14.	Robert Dunn	39,842	66,384	97		Patrick Bendure Surace-Smith
15.	Erik Boyd	38,797	43,524	75.0		Marissa Willgruber Fred Hadayia
16.	Matthew Hodge	38,547	55,678	91		Brett Gryska Oldham-Bianchi
17.	Dustin Dunlap	37,468	57,810	78.5		Patrick Bendure Surace-Smith
18.	Sione Aholoka	36,118	35,586	69.5		William Smith Steve Friedlander
19.	Souleymane Bah	35,742	45,888	68.4		Samuel Cohen Fred Hadayia
20.	Zachary Santino	35,120	45,135	93		Stephen Jubrey Oldham-Bianchi

ALL TIME RECORD: KAREN GAGARIN \$441,104 1st Six Mo Agt
ALL TIME RECORD: \$624,474 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Karen Gagarin	\$1,468,394	\$2,262,883	72.7		Jatoff-Foti
2.	Ariana Jones	701,912	948,667	72.8		Jason Bratin Theodore Pappas
3.	Seiloni Filimoehala	567,913	644,124	68.7		Simon Rolland Steve Friedlander
4.	Kyle Wrobel	518,289	883,197	68.6		Mathew Hart Surace-Smith
5.	Kevin Holtz	504,912	811,642	76.6		Nicholas Zangardi Surace-Smith
6.	Sione Aholoka	488,533	572,389	69.5		William Smith Steve Friedlander
7.	Dustin Dunlap	433,075	773,163	78.5		Patrick Bendure Surace-Smith
8.	John Setu	406,866	488,802	72.2		Simon Rolland Steve Friedlander
9.	James Aalders	396,142	472,729	68.0		Haoyu Xu Imran Satti
10.	Bryon Welch	393,112	533,892	86.7		Sara Welch Steve Friedlander
11.	Mark Glazer	366,636	451,205	73.4		Jason Bratin Theodore Pappas
12.	Nasr Quadri	356,631	530,028	87.3		Syed Quadri Theodore Pappas
13.	Rachel Bryson	345,657	446,567	74.4		Thomas Vena Simon Arias
14.	Travis Picklesimer	330,222	457,618	70.4		Darron Hacker Surace-Smith
15.	Matthew Conrad	327,965	528,355	81.6		Matthew Parks Surace-Smith
16.	Barbara Corigliano	274,909	330,526	69.8		Sabrina Lloyd
17.	Matthew Ficarra	274,537	473,117	82.1		Michael Romeo Oldham-Bianchi
18.	David Livingston	272,824	523,938	78.7		Daniel Hartwig Surace-Smith
19.	Erik Boyd	265,218	341,851	75.0		Marisa Willgruber Fred Hadayia
20.	Alexander Dorey	258,868	322,629	70.7		Robert Kanaan Imran Satti

ALL TIME RECORD: KAREN GAGARIN \$1,468,394 1st Six Mo Agt **HOT NEW RECORD**
ALL TIME RECORD: KAREN GAGARIN \$2,262,883 Net ALP **HOT NEW RECORD**

Master General Agents



1. **Patrick Bendure**
Columbus, OH



2. **Jason Bratin**
Flushing, NY



3. **Mathew Hart**
Columbus, OH



4. **Justin Adams**
Pittsburgh, PA



5. **Matthew Parks**
Cleveland, OH



6. **Simon Rolland**
Auckland, NZ



7. **Ofa Tupouniua**
Auckland, NZ



8. **Elias Hazen**
Columbus, OH



9. **Samuel Cohen**
Plymouth Mtg., PA



10. **Nicholas Zangardi**
Cleveland, OH

December Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Patrick Bendure	\$188,748	\$295,156		78.0	Surace-Smith
2.	Jason Bratin	187,381	241,936		74.0	Theodore Pappas
3.	Mathew Hart	155,327	226,306		73.1	Surace-Smith
4.	Justin Adams	133,614	175,515		70.4	Simon Arias
5.	Matthew Parks	114,667	169,001		77.0	Surace-Smith
6.	Simon Rolland	99,035	133,699		74.0	Steve Friedlander
7.	Ofa Tupouniua	90,555	142,459		75.9	Steve Friedlander
8.	Elias Hazen	76,315	105,416		71.8	Surace-Smith
9.	Samuel Cohen	74,466	139,301		69.3	Fred Hadayia
10.	Nicholas Zangardi	71,562	97,095		70.7	Surace-Smith
11.	Marisa Willgruber	67,183	76,492		72.2	Fred Hadayia
12.	Brandon MacDonald	64,496	65,925	90		Scott Sonnenberg
13.	Jose Harb	62,835	68,849	88		Jatofit-Foti
14.	Stephen Hill	61,706	140,612		72.5	Steve Friedlander
15.	William Smith	61,286	59,061		68.2	Steve Friedlander
16.	Sara Welch	60,444	77,683		86.3	Steve Friedlander
17.	Matthew Diulus	59,890	93,968		72.7	Simon Arias
18.	Stephen Jubrey	56,119	109,785		78.4	Oldham-Bianchi
19.	Matthew Turnquist	54,290	65,278		73.6	Steven DiChiaro
20.	Mark Wyner	53,618	54,546		68.8	Sabrina Lloyd

ALL TIME RECORD: BEN HALALI \$438,277 1st Six Mo Agt

ALL TIME RECORD: BEN HALALI \$723,872 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Jason Bratin	\$1,193,954	\$1,709,294		74.0	Theodore Pappas
*2.	Patrick Bendure	1,185,457	2,534,346		78.0	Surace-Smith
*3.	Simon Rolland	1,151,844	1,496,743		74.0	Steve Friedlander
*4.	Matthew Parks	1,108,277	1,788,458		77.0	Surace-Smith
*5.	Justin Adams	933,563	1,378,928		70.4	Simon Arias
6.	Mathew Hart	855,820	1,415,203		73.1	Surace-Smith
7.	Brett Gryska	803,838	1,490,406		71.5	Oldham-Bianchi
8.	Matthew Diulus	772,823	1,026,043		72.7	Simon Arias
9.	Darron Hacker	642,918	960,920		71.1	Surace-Smith
10.	Stephen Jubrey	633,475	1,339,494		78.4	Oldham-Bianchi
11.	Samuel Cohen	630,138	1,341,241		69.3	Fred Hadayia
12.	Stephen Hill	612,864	1,581,008		72.5	Steve Friedlander
13.	Haoyu Xu	609,711	729,170		73.2	Imran Satti
14.	Elias Hazen	597,921	850,984		71.8	Surace-Smith
15.	Daniel Hartwig	569,392	964,939		77.9	Surace-Smith
16.	Michael Romeo	549,744	996,078		78.1	Oldham-Bianchi
17.	Hal Herman	527,960	1,181,020		78.8	Oldham-Bianchi
18.	Matt Turnquist	522,374	646,884		73.6	Steven DiChiaro
19.	Casey Kunash	489,465	723,259		74.2	Simon Arias
20.	Levar Morgan	488,098	847,081		70.2	Theodore Pappas

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt

ALL TIME RECORD: BEN HALALI \$4,468,285 Net ALP **HOT NEW RECORD**

Regional General Agents



1. **Michael Vasu**
Cleveland, OH



2. **Patrick Bendure**
Columbus, OH



3. **Thomas Vena**
Pittsburgh, PA



4. **Justin Adams**
Pittsburgh, PA



5. **Bo Gentile**
Plantation, FL

December Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Michael Vasu	\$419,405	\$647,435		74.4	Surace-Smith
2.	Patrick Bendure	315,215	471,618		75.8	Surace-Smith
3.	Thomas Vena	281,602	410,577		76.2	Simon Arias
4.	Justin Adams	209,498	283,905		72.1	Simon Arias
5.	Bo Gentile	189,450	324,845		68.0	Williams-Zophin
6.	Zachary Hart	188,158	300,174		78.7	Surace-Smith
7.	Samuel Cohen	146,738	241,391		70.7	Fred Hadayia
8.	Stephen Hill	143,355	249,642		77.0	Steve Friedlander
9.	Simon Rolland	134,881	180,987		74.9	Steve Friedlander
10.	Brett Gryska	127,047	237,891		76.5	Oldham-Bianchi

ALL TIME RECORD: BEN HALALI \$980,159 1st Six Mo Agt

ALL TIME RECORD: BEN HALALI \$1,435,508 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Taina Lameko	\$2,913,170	\$4,271,278		68.1	Steve Friedlander
*2.	Michael Vasu	2,762,739	4,998,923		74.4	Surace-Smith
3.	Thomas Vena	2,522,491	3,792,357		76.2	Simon Arias
4.	Patrick Bendure	2,203,976	3,970,511		75.8	Surace-Smith
5.	Justin Adams	1,957,267	2,935,980		72.1	Simon Arias
6.	Brett Gryska	1,760,819	3,365,404		76.5	Oldham-Bianchi
7.	Bo Gentile	1,707,898	2,785,790		68.0	Williams-Zophin
8.	Simon Rolland	1,531,926	2,026,406		74.9	Steve Friedlander
9.	Stephen Hill	1,375,673	2,657,405		77.0	Steve Friedlander
10.	Samuel Cohen	1,173,958	2,527,969		70.7	Fred Hadayia

ALL TIME RECORD: TAINA LAMEKO \$5,230,627 1st Six Mo Agt

ALL TIME RECORD: BEN HALALI \$8,242,209 Net ALP **HOT NEW RECORD**

State General Agents

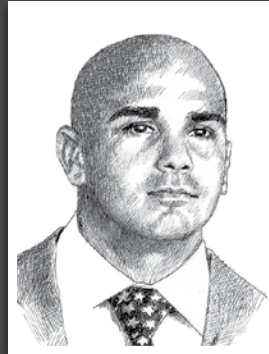
Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.



Jim Surace
CATEGORY I



Marcus Smith
CATEGORY I



Simon Arias
CATEGORY II



Theodore Pappas
CATEGORY III



Steven DiChiaro
CATEGORY IV



Scott Sonnenberg
CATEGORY VI



Mark Beckford
Net ALP \$57,477

Top Rookie



Sabrina Lloyd
Net ALP \$184,433

Top Start-Up

Rookie and Start Up SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Surace-Smith	76.4	76.4	\$732,726	\$360,000	204	163.5	367
	Jatoft-Foti	73.3	73.3	718,377	468,000	153	64.2	218
II	Simon Arias	74.2	74.2	489,858	182,000	269	74.9	344
	Williams-Zophin	70.4	70.4	187,939	195,000	96	59.3	156
	Fred Hadayia	71.1	71.1	199,089	152,000	131	19.1	150
	Theodore Pappas	75.0	75.0	244,101	135,000	181	39.1	220
III	Matt Henderson	69.1	69.1	116,105	135,000	86	67.9	154
	Steve Greer	74.6	74.6	154,085	135,000	114	13.3	127
IV	Steven DiChiaro	71.7	71.7	106,665	109,000	98	54.5	152
	Slav Bitman	69.3	69.3	105,784	109,000	97	54.9	152
VI	Scott Sonnenberg	72.4	72.4	151,414	78,000	194	390.9	585

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Surace-Smith	76.4	76.4	\$5,886,573	\$4,320,000	136	50	186
	Jatoft-Foti	73.3	73.3	5,225,503	5,616,000	93	25	118
II	Simon Arias	74.2	74.2	4,591,739	2,184,000	210	102	312
	Fred Hadayia	71.1	71.1	1,572,596	1,824,000	86	21	107
III	Theodore Pappas	75.0	75.0	2,517,888	1,620,000	155	92	248
IV	Steven DiChiaro	71.7	71.7	1,770,247	1,308,000	135	59	194
	Imran Satti	71.1	71.1	1,589,602	1,308,000	122	12	133
VI	Joseph Diecedue	70.7	70.7	902,365	936,000	96	10	106

Category	Name	Net to Gross	Retention	Net ALP
Rookie	Mark Beckford	73.4	73.4	\$57,477
	Jeremy Welch	75.5	75.5	50,634
	Michael LiBassi	75.6	75.6	44,415
	Cisco Perez	70.8	70.8	35,313
	Sinner-Sinner	70.5	70.5	34,836
Start-Up	Sabrina Lloyd	69.7	69.7	\$184,433
	Alex Roland	72.9	72.9	121,398
	Dorian Oldham	70.7	70.7	94,082
	Kevin Davis	68.6	68.6	52,222
	Samantha Chui	98	98	35,917
	Christopher Jordan	83	83	26,356
	Jeremy Harbin	69.4	69.4	23,156
	Jason Adamo	94	94	18,584

Category	Name	Net to Gross	Retention	Net ALP
Rookie	Jeremy Welch	75.5	75.5	\$702,333
	Mark Beckford	73.4	73.4	519,373
	Michael LiBassi	75.6	75.6	498,563
	Cisco Perez	70.8	70.8	388,484
	Sinner-Sinner	70.5	70.5	337,586
Start-Up	Sabrina Lloyd	69.7	69.7	\$1,124,890
	Alex Roland	72.9	72.9	661,342
	Dorian Oldham	70.7	70.7	611,203
	Kevin Davis	68.6	68.6	380,084
	Jeremy Harbin	69.4	69.4	297,716
	Samantha Chui	98	98	87,378
	Christopher Jordan	83	83	55,394
	Jason Adamo	94	94	49,489

Public Relations



1. Chuck Hill
CATEGORY I
Lodi, CA



2. Vivian Dwyer
CATEGORY I
Ashland, VA



1. Robin Andrade
CATEGORY II
Malden, MA



2. George Farenthold
CATEGORY II
Rochester, NY



1. Lisa Verlander
CATEGORY III
Hampton, VA



2. Jodi Oleson
CATEGORY III
Oshkosh, WI



1. Randy Stockley
CATEGORY IV
Winnipeg, MB



2. Lori Vaughn
CATEGORY IV
Portland, OR



Rookie
Lisa Verlander
Hampton, VA



IceBreaker
Jodi Oleson
Oshkosh, WI



Top Manager
Jessica Ingerick
Arlington, VA

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

ROOKIE: Reps with 2010 Hire Date

ICEBREAKER: Reps with 2011 Hire Date

Perspective



Scott Smith
President
& Chief Marketing Officer

Committed to Success in 2012

Are you committed to success in 2012? Do you think so... or do you know so? Are you 100% committed to doing the things that will allow you to realize your goals? I ask about being 100% committed, because if you are 99% committed you will surely fail. When you are 100% committed there is no turning back, your *Leap of Faith* has you already in the air. At 99% you haven't even left the ground. It's too easy to turn back.

What do you intend to accomplish this year — what is your goal? More important — do you have a plan to achieve your goals? Most important — is it in writing? And is it attainable? And lastly — does your written plan contain measurable, incremental and dated areas in which you are able to inspect your progress?

While I believe you must have the vision associated with goal setting, and I agree with the need to have goals, I am very careful not to let annual goals interfere with success.

"Annual goals interfere with success"... what can I possibly mean by that? What I mean is that annual goals must contain clearly identifiable and incremental smaller goals. If long term success is your goal, then success TODAY must be achieved. If you don't have short term and measurable stairs to climb, you're subjecting yourself to an unrealistic time element.

For example, let's say you run in the field this week and you believe you're capable of writing about \$1,000 of premium per day. The first two days for whatever reasons no sales are made. No problem you may think, I have three days left, more than half the week. Problem is if your goal was \$5,000 for the week, you're now looking at the need to average nearly \$1,700 the last three days or significantly higher than what you previously believed you were capable of doing. In this case, measuring results daily creates a much *higher sense of urgency* if short-term goals are not met. Remember, a longer term goal is a must, but the success associated with it must be measured in small increments.

Next, is your plan in writing? Written goals are sort of like the GPS in your car. It shows the start, it shows the end, but most importantly it shows the path. Earlier I asked if your goals were attainable. By attainable, I mean is your goal lofty enough to take your performance to another level but realistic enough to not demotivate you if you're slightly off track? Your plan needs to sit right between lofty and attainable.

Let's not confuse attainable with easy. There are three main components to your success recipe. They are your current skill level, your potential skill level and how hard you are willing to work. While your current skill level is what it is, you must be willing to spend additional time on getting better. And remember, getting better doesn't necessarily mean getting a higher percentage close. It can mean more referrals with a higher conversion ratio. It can mean setting appointments with better geographic compatibility. It can mean less drop downs. Getting better can also mean an improved warm-up and improved conservation efforts.

But how hard are you willing to work? It's easy to set a goal but it's a different scenario to understand the level of effort that is required to meet the goal. Don't fool yourself if you're not willing to put the time in. That's a material part of your goal being realistic.

You have no entitlement to success in 2012. But you can buy it ... if you're willing to pay the price.

Scott Smith

December Production

Category	Rank	Name	Production in Cards	Territory
I	1.	Chuck Hill	5,430	Northern California/Debbie Enstedt
	2.	Vivian Dwyer	4,740	Virginia/Jessica Ingerick
	3.	Gabriela Berloni	4,568	Toronto/Brenda Stipanovich
	4.	Brenda Di Somma	3,465	New Jersey/Christian Chavez
	5.	Donald Spohn	2,279	Ohio/Judy Spade
II	1.	Robin Andrade	3,689	Massachusetts/Susan Kelleher
	2.	George Farenthold	2,631	New York State/J T Tasker
	3.	Erica Dalager	2,324	Minnesota/Laurie Onasch
	4.	Brett Hulme	1,504	Georgia/John Keliher
	5.	Maureen Roberts	1,294	New York State/J T Tasker
III	1.	Lisa Verlander	3,456	Virginia/Jessica Ingerick
	2.	Jodi Oleson	1,800	Wisconsin/Laurie Onasch
	3.	Mario Soljan	1,650	New Zealand/Steve Friedlander
	4.	Patrena Smith	1,553	Connecticut/Susan Kelleher
	5.	Leo Van Den Bussche	1,508	Manitoba/Jacqueline deVooght
IV	1.	Randy Stockley	1,563	Manitoba/Jacqueline deVooght
	2.	Lori Vaughn	1,342	Oregon/Laurie Onasch
	3.	Amanda Mlinaz	1,188	Minnesota/Erica Dalager
	4.	Darrell Dorey	1,177	Maritimes/Denise Gilbert
	5.	Anna Guido-Rohrer	1,030	Ohio/Michelle Baxter
Rookie	1.	Lisa Verlander	3,456	Virginia/Jessica Ingerick
IceBreaker	1.	Jodi Oleson	1,800	Wisconsin/Laurie Onasch
Manager	1.	Jessica Ingerick	5,874	Laurie Onasch
	2.	JT Tasker	5,490	Tim Farr
	3.	Christian Chavez	4,164	Susan Fuldauer

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

YTD Production

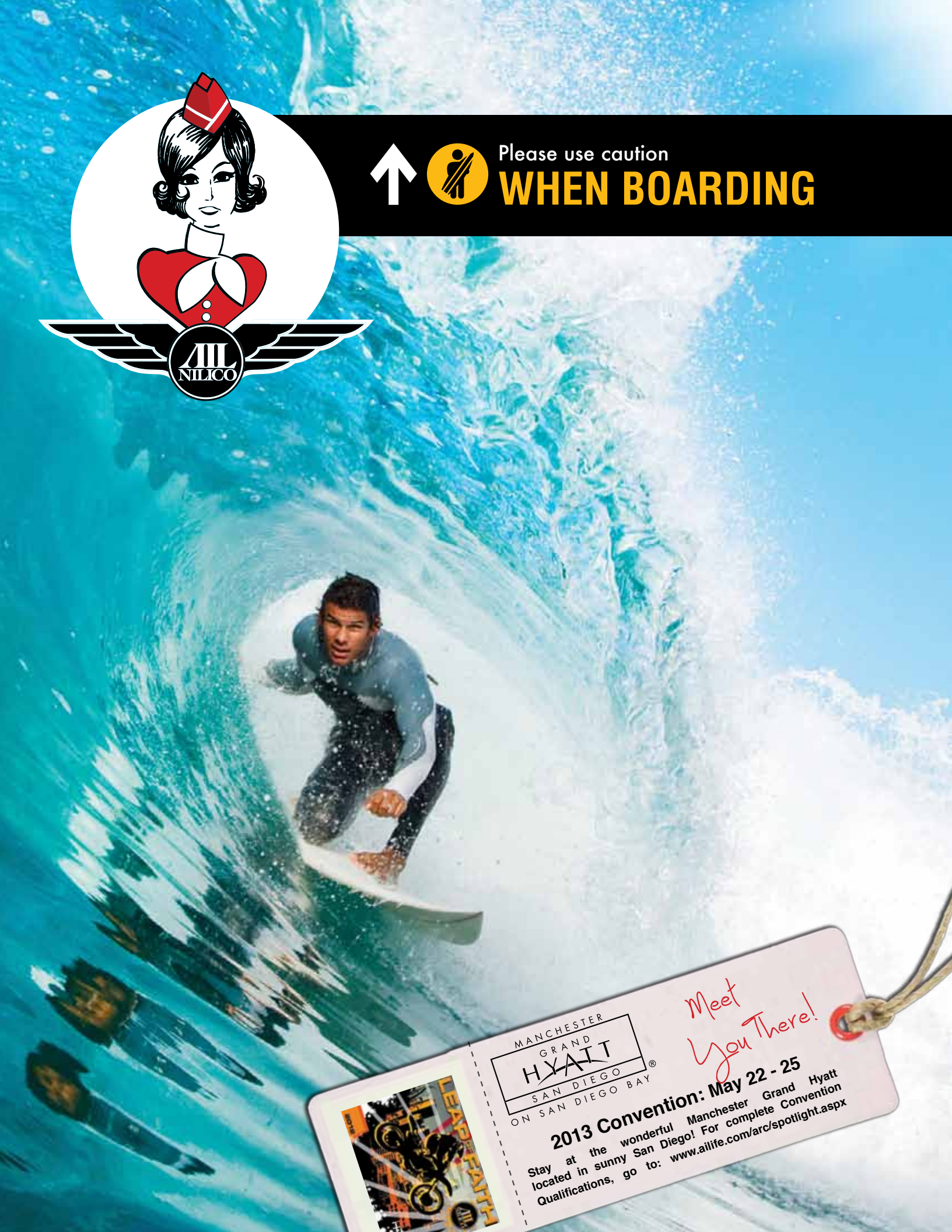
I	*1.	Chuck Hill	36,048	Northern California/Debbie Enstedt
	*2.	Malka Arony	29,873	Arizona/Rachelle Valdez
	3.	Mark Gagliardi	22,907	Northern California/Chuck Hill
	4.	Rona Pileggi Spano	19,350	Chicago/Dawn Trudden
	5.	Brenda Di Somma	18,666	New Jersey/Christian Chavez
II	*1.	Robin Andrade	22,159	Massachusetts/Susan Kelleher
	*2.	J T Tasker	14,048	New York State/J T Tasker
	3.	Erica Dalager	12,147	Minnesota/Laurie Onasch
	4.	George Farenthold	9,944	New York State/J T Tasker
	5.	Jessica Ingerick	8,343	MD/DC/N Virginia/Laurie Onasch
III	*1.	Mario Soljan	23,074	New Zealand/Steve Friedlander
	*2.	David Blaisdell	17,868	Tennessee/Beth Farm
	3.	Cheryl Cook	14,655	Pennsylvania/Brenda Stipanovich
	4.	Tamara Williams	13,350	Indiana/Michelle Baxter
	5.	Bonnie Ellingson	11,219	Minnesota/Erica Dalager
IV	*1.	Darrell Dorey	16,836	Maritimes/Denise Gilbert
	*2.	Kate Langthorn	15,409	Hawaii/Daryl Barnett
	3.	Sandra Knapp	10,818	Wisconsin/Laurie Onasch
	4.	Lori Vaughn	10,551	Oregon/Laurie Onasch
	5.	Anna Guido-Rohrer	9,882	Ohio/Michelle Baxter

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 Cards



Please use caution

WHEN BOARDING



Meet You There!

MANCHESTER
GRAND
HYATT
SAN DIEGO
ON SAN DIEGO BAY

2013 Convention: May 22 - 25

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Leadership Bonus

Total: \$1,298,671

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ben Halali	\$100,396	Levar Morgan	\$5,538	Alomkone Soundara	\$2,249	Alexander Dorey	\$1,317	Tevita Tupouniua	\$807
Patrick Bendure	41,222	Mitch Duplantis	5,432	Christine Judge	2,223	Jonathan MacLennan	1,316	Atta Saleh	801
Mathew Hart	32,757	Michael Laramie	5,379	Matthew Conrad	2,198	Sara Vaz	1,298	Jake Yagjian	800
Justin Adams	30,410	Alex Hernandez	5,359	Matthew Hodge	2,185	Luay Ghawi	1,294	Donny Shumkuenip	797
Jason Bratin	27,627	Ryan Vopat	5,328	Amanda Beyersdorff	2,178	Pamela Furuya	1,290	Michael Logue	796
Ofa Tupouniua	25,940	Andrea Nichols	5,285	Evan Holzhauser	2,176	Ryan O'Malley	1,286	Jodi Bohdal	794
Simon Rolland	25,404	Steven Cox	5,247	Ariana Jones	2,173	Dustin Dunlap	1,248	Shahab Mahdavinejad	787
Matthew Parks	21,898	Randy Teyssier	4,961	Brandon Teter	2,062	Chad Hatfield	1,238	Nathaniel Faber	778
Bobby Gujral	19,677	Craig Strompf	4,666	Raymond Risucci	2,037	Melissa Wartman	1,228	Nicholas Moore	767
Samuel Cohen	19,065	Dorian Brown	4,555	Ashlynn Orng	1,996	Robert Shafer	1,218	Jessica Santamarina	765
Stephen Hill	17,175	Norman Sellen	4,504	Casey Kunash	1,987	Kiet Truong	1,194	Blake Higuchi	763
Stephen Jubrey	16,886	Cara DeFiore	4,234	Fritznel Octave	1,912	Rachel Bryson	1,179	Daniel Bernard	759
Nicholas Zangardi	15,923	Rodney Ward	4,119	Kasali Kotun	1,912	Aaron McLean	1,173	Richard Nicholson	753
Brett Gryska	15,017	Mark Corkrean	4,053	Brandon Schwed	1,888	Andre McCallum	1,166	Kevin Galloway	749
Sara Welch	14,660	Matthew Cosic	3,990	Kyle Wrobel	1,859	Bernard Oliphant	1,156	Josephine Brown	747
Marion Magat	14,194	Dominique Bertoncini	3,980	Scott Hanna	1,842	Loretta Ekeroma	1,153	John Franklin	740
Marisa Willgruber	14,072	Richard Barbour	3,952	Scott Kim	1,796	Thomas Soloweyko	1,143	Seiloni Filimochala	738
Matthew Turnquist	12,662	Serah James	3,863	Magda Figueiredo	1,784	Carlo Bonifazi	1,137	Emmanuel Villasenor	725
Haoyu Xu	12,234	Angel Sanchez	3,805	Kyle Klipp	1,760	Timothy Kieran	1,113	Andre Hawthorne	724
Michael Romeo	12,030	Evan Wicklund	3,786	John Ophals	1,742	Trevor Bailey	1,082	Lamine Diakhate	723
Matthew Diulus	11,975	Natalie Wagner	3,755	Mark Danner	1,719	Joseph Geer	1,078	Matthew Melhorn	717
Daniel Hartwig	11,724	Andrew Bishop	3,676	Mack Doby	1,715	Joshua Goodman	1,076	Hannah Welfling	706
Jose Harb	11,622	Sharif Grays	3,497	London Burnett	1,709	Kevin Ristau	1,069	Andrew Haskins	704
Thomas Vena	10,942	Jack Keiderling	3,487	John Setu	1,699	Michael Lindsey	1,053	Pamela Altman	701
William Parmeter	10,371	James Keefer	3,464	Josh Wheeler	1,683	Herman Fennell	1,049	Travis Picklesimer	698
Syed Quadri	10,276	Rebecca Najlis	3,448	Jesse Remby	1,682	Ryan Fickert	1,032	Bradley Gray	696
Hal Herman	10,002	Ryan Bisanz	3,441	Lucky Faaitiiti	1,678	Nicholas Patterson	1,031	Ryan C Wilson	692
Brandon MacDonald	9,958	Marino Baca	3,408	Michael Paczkowski	1,670	Steven Moore	1,020	John Reeves	680
Mark Wyner	9,594	Richard Lepis	3,398	Ruben Santillana	1,550	Valerie Cormier	1,017	Christopher Bruton	678
Christian Napiza	9,445	Daniel Bauer	3,315	Carla Miller	1,538	Uatesoni Filimochala	1,005	Raymon Reynolds	672
Doreen Ryan-Foti	9,223	Adeyemi Akinade	3,272	Elaine Kulawiak	1,532	Kevin Holtz	985	Erik Boyd	665
Alexandra Graham	8,784	Darren Miller	3,264	Linda Jackson	1,515	Alberto Alcala	985	Melne Lewis	664
Brian Welsh	8,776	Moswen Taylor	3,258	Dmitriy Kagan	1,506	Barbara Corigliano	983	Vijay Khobchandani	664
William Smith	8,612	Michael Williams	3,121	Zachary Santino	1,506	Sarai Castanon	983	Hector Sartori	660
Nicholas Lorence	8,578	Kellen Cuttance	2,926	Andrew McQuade	1,498	Samy Jacques	975	Jesse Spencer	649
Lucan Schmidt	8,553	Roger Fung	2,795	Robert Dunn	1,491	Bernadette Casciato	975	Peter Chung	634
Richard Henry	8,420	Ofa Siasau	2,782	Cameron Cimino	1,484	John Hancock	974	Brian Hutchings	630
Darron Hacker	8,238	Brian Schreiter	2,778	Andrew Aaron	1,472	Souleymane Bah	954	Nicole Conrad	625
Scott Davis	7,899	Trevor Mayer	2,680	Joshua Olin	1,467	Dan Nebraska	920	Konnor Wyly	624
Robert Kanaan	7,810	David Wang	2,671	Bryon Welch	1,463	Tracy Haden	918	Karen Barbour	618
Elias Hazen	7,336	Ryan Stenglein	2,664	Scott Smith	1,454	Billy Northington	907	Joshua Fosnight	617
Michael Mandella	7,192	James Allen	2,641	Rita Holmes	1,450	Bobby Szwaja	899	Raphael Musto	613
Aaron Parks	7,155	Daniel Orr	2,630	Christopher Newman	1,441	Mardolin Tutai	895	Vatapuia Vavau	613
Ala Awad	6,838	Steven King	2,624	Timothy Clark	1,426	Sione Aholoka	889	Bryan Czajkowski	612
Sebastian Kazek	6,677	Rovie Vanhtha	2,569	Danielle Jankowski	1,416	Muhammad Satti	879	Alisa Walker	593
Henry Ingraham	6,548	Ryan Kendl	2,561	Richard Lyddon	1,407	Juan Cardona	873	Juan de la Cruz	588
Troy Plummer	6,476	Louis Giogaia	2,533	Gregory Henderson	1,405	Abdul Yusuff	865	Kasey Williamson	584
Kyle Johnson	6,450	Eric Powell	2,529	Violetta Goldman	1,402	David Holt	843	Debbie Moke	582
Karen Gagarin	6,417	Matt Pflueger	2,508	David Livingston	1,387	Kathryn Chaisson	824	Seluvaia Tonga	580
Byron Paz	6,386	Jessica Wilhite	2,443	Colin Lyse	1,353	Christopher Favor	823	William Flournoy	580
Ryan Hall	6,006	Aaron Haynes	2,343	Mark Kukielski	1,329	Glyn Hurst	819	Aaron Booth	576
Lorenzo Lameko	5,643	Michael Clemente	2,319	Samantha Romano	1,326	Daniel Walton	810	Brookalyn Stillwagon	576

Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Aaron Dunlap	\$574	Tian Luo	\$356	Adam Huck	\$258
Cory Hobbs	566	Amber Burchett	352	Ronald Trombetta	256
Timothy Wilson	565	Humberto Quintero	351	Alexander Keats	255
Bryan Peters	554	James Aalders	349	Chris Lussier	253
Rita Charles	548	Ali Rothbaum	346	George Babish	252
Christina Black	544	Jack Bryant	343	Gilbert Martinez	248
Brian Wilson	540	Ronald Kutruff	342	Michael Brooks	248
Matthew Ficarra	536	Chad Panzer	340	Nitesh Bhogaraju	247
Ransley Vazquez	532	Matthew Davidson	338	Ryan Doughty	245
Timothy Enzor	530	Talalelei Tanielu	334	Jacqueline Kosalek	240
Zbigniew Stankiewicz	526	Brent Wilhelmi	333	Melanie Hutchison	239
Robert Reed	517	Felix Berger	329	Contessa Connors	239
Christopher Follestad	512	Teo Underhill	328	Liseti Fifita	237
Terry Harper	507	DeAnthony Hartman	327	Larry Finch	232
Sean O'Reilly	503	Derron Alexander	325	Johna Ryan	232
Richard Johnson	493	Ronald Rennich	323	Ricardo Grandt	228
Miki Bartolome	488	Brandon Summerton	317	Joseph Falzone	227
Alvin Hagens	480	Mark Glazer	313	Maria Greene	226
Garik Petrosyan	461	Reynolds Akuamo	311	Jason Green	223
Chance Clauss	460	Leah Bonner	310	David Iriye	222
Brenda Kidd	458	Marcus Noel	308	Christopher Weglarz	221
Erna Gasanin	456	Lora Beronja	300	Antonio Evans	216
Elizabeth Lo	451	Matthew Caternolo	300	Eric Ebbitt	213
Marko Jankovic	445	Matt Flores	298	Charles Drinkard	208
Nasr Quadri	444	Bradley Kampmeier	296	Alan Silverman	207
Ashley Wenning	438	Philip Abramovitz	295	Chris Clark	207
Robert Nolan	438	John Sikora	295	Staci Meckler	207
Peter Talamaivao	436	Vaine Rere	295	Alex Dmyterko	206
Jessica Tasky	435	Djenabou Diallo	294	Ryan Hernandez	206
Eric Thompson	434	Heather Leitch	293	Ahmad Abdollahzadehpa	204
Anita Ferris	433	Ritia Tokahere	293	Daniel Armstrong	204
Danielle Cardello	430	Nathaniel Tardif	292	James Franklin	204
Michael Polakowski	427	Amr Shater	290	Joshua Cook	203
Richard Correa	423	Danilo Mendoza	289		
Bruce Viaje	423	Randolph Souliers	284		
Mark Arrigo	422	Prentiss Parker	281		
Jose Carvajal	417	Edward Atkinson	280		
Troy Hulse	415	Clayton Herron	280		
Timothy Watson	415	George Angulo	279		
Jay Meyer	410	Mavrick Fredericks	278		
Benjamin Ainscough	409	Jovani Chappel	278		
Joshua Crisp	404	Unique Hunnicutt	277		
Arnold Pacleb	399	Keturah Malaykhan	276		
Tanisha Mathis	396	Graeme Orr	274		
Karolina Debek	392	Burnette Hughes	273		
Melissa Losk	385	Eric LaBossiere	270		
Alisha Armand	383	Scott Ramsey	269		
Andrew Jaycox	382	Crystal Lynch	267		
Joshua Jenkins	382	Senelinah Talamaivao	266		
James Lochard	374	Christine Curran	266		
Matthew Foster	373	Matthew Marchitto	265		
Gregory VanSuch	367	Kyshia Smith	265		
Emilexis Medina	362	Benjamin Luca	262		
Andrew Helgeson	362	Henry Briggs	261		
Amelyn Baniqued	362	Maurice Baritz	259		
Cherri Xie	357	Brian Jerome	258		



World's Greatest Bonus

Total: \$1,333,277

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Michal Majewski	\$10,420	Timothy Cruise	\$2,776	Bryan Froneberger	\$1,913	Robert Nolan	\$1,609	Christine Augustus	\$1,390
Mark Neilson	9,080	Nicole Tomas	2,755	Maria Esposito	1,909	Andrew Strauss	1,596	James Cliff	1,387
Rebecca Najlis	9,039	Scott Curtis	2,752	Jason South	1,907	Scott Hanna	1,594	Lynn Kepner	1,382
Viet Chung	8,024	Maria Ramirez	2,736	Miranda Mortensen	1,896	Lee Jeffers	1,592	Kalle Convery	1,382
Kristy Nguyen	7,951	Maritz Reyes-Beltran	2,736	Ritia Tokahere	1,885	Shawna Rocklein	1,587	Scott Remmey	1,382
Tone Munro	7,807	Joshua Cosentino	2,722	Evan Wicklund	1,875	Brodie Fischer	1,581	Noel Rose	1,379
Kyle Duffy	7,514	Jesusdieu Portilus	2,664	Douglas Zigby	1,864	Angeline Kasinski	1,565	David Watkins	1,370
Maria Rocha	7,498	Terrence Asuncion	2,645	Jodi Bohdal	1,851	Marian Sertler	1,560	Jamal Walters	1,369
Jason Siliva	6,029	Bryan Hayes	2,571	Kelly McDonald	1,842	Timothy Almond	1,556	Carissa Huggins	1,368
Natasha Cordova	5,875	Steve Marker	2,481	Levi Stearns	1,825	Ryan Leong	1,556	Nina Dolman	1,366
Erez Shabtay	5,781	Jennifer Holliday	2,451	Atta Saleh	1,816	Eugene Kashkin	1,555	Meredith Mills	1,366
Tibor Simon	5,737	Shelly Cullen	2,448	Luciana Mosca	1,801	Wesley Wilkinson	1,548	Adeyemi Akinade	1,365
Ben Halali	5,323	Helen Taylor	2,440	Hunter Houvener	1,801	Dwayne Hargrove	1,541	Michelle Dupuis	1,363
Ryan Kendl	5,022	Ronnie Patea	2,420	Richard Davis	1,796	Andrew Cavicchi	1,539	Julia Sigal	1,362
Omar Hashimi	4,751	Joseph Jensen	2,369	Ronnie Ramirez	1,794	Dominic Okonta	1,537	Lindsay Hunt	1,359
Raquel Baldwin	4,737	Cherri Xie	2,358	Lora Beronja	1,794	Nadezhda Vitchev	1,533	Karen Sessing	1,358
John Holstein	4,721	Roghie Hassan Loo	2,330	Kristina Aguirre	1,792	Scott Florin	1,529	Peter Kaplanis	1,357
Kim Nguyen	4,565	Linette Matti	2,299	David Ramirez	1,789	Kelly Hassert	1,526	Brandon Burke	1,356
Jason Alper	4,475	Mary Ann Gaelic	2,294	Trevor Mayer	1,788	Ross Ewen	1,519	Samy Jacques	1,355
Nancy Solar	4,392	Niurka de Armas-Duran	2,278	Michael van Delft	1,788	Michelle Crowe	1,518	Lisa Kahan	1,355
Katie Massart	3,808	Okusitino Finau	2,268	Matthew Girard	1,773	Steven Rotherforth	1,510	Alana Clark	1,355
Herivelto Pereira	3,806	Scott Davis	2,227	Carmela Pellen	1,766	Connie Reichard	1,507	Christian Napiza	1,353
Richard Luzaich	3,728	Crystal Suarez	2,205	Antonio Bond	1,756	Albie Udom	1,506	Phillip Williams	1,352
Meredith Divita	3,699	Zachary Frentosos	2,201	Robert Simmen	1,750	Michael Johansen	1,498	Sally Wilson	1,348
Ronald Rivera	3,654	Linda Henke	2,190	Krista Thieme	1,744	Erna Gasanin	1,496	Carrie Bowman	1,348
Mauselie Dor	3,652	Sable Buntin	2,183	Nicholas DeVito	1,742	Beth Snow	1,493	David Jackson	1,347
Steven Stensrud	3,572	David J Miller	2,165	Amandeep Gill	1,731	Michael Andrist	1,486	Corey Lavigne	1,344
Lily Tchen	3,509	Victor Rodos	2,146	Vangana Helu	1,725	Michelle Starkey	1,481	Adelfa Parinas	1,339
Leane Nguyen	3,503	Paul Jagmohan	2,138	Richard Carter	1,725	Gina Flores	1,472	Catherine Gennaro	1,339
Lafi Papalii	3,424	Stephen Jeung	2,121	Lamar Livingston	1,722	Lori Dacyk	1,467	Brian Gilmore	1,336
Tevita Tupouniua	3,406	Tara Russell	2,110	Amber Burchett	1,718	Maria Alcon	1,460	Kevin Galloway	1,332
Maren Conway	3,317	Christopher M Williams	2,102	Graeme Orr	1,714	Momodou Jallow	1,457	Markeka Brown	1,329
Jun Ma	3,228	Jeffrey Pearce	2,077	Gary Bowen	1,709	Sandra Linse	1,457	Ali Rothbaum	1,326
Kevin Appasamy	3,206	Garret Kun	2,075	Al-Karim Walji	1,695	Joshua Saulnier	1,456	Timothy Wilson	1,325
Alex Rozotto	3,197	Felicia Price	2,028	Dustin Surace	1,695	Alex Gonzales	1,456	Andy Jaikaran	1,324
Reza Zabih	3,191	Joey Kennedy	2,027	Mark Hart	1,692	Albert Serur	1,454	Michael Woo	1,319
Amy Shui	3,175	Jose Carvajal	2,015	Tyler Stewart	1,690	Stephanie Novel	1,453	Sherry Schick	1,314
Max Quasem	3,171	Timothy Nolan	2,011	Christine Weatherspoon	1,686	Joshua G Smith	1,445	Philip Roffi	1,314
Bruce Tan	3,135	Roosevelt Jeanty	2,009	Nohemy Peccorini	1,679	Matthew Caternolo	1,444	Carl Smith	1,312
Donald Wilds	3,133	Jorell Washington	2,008	Francisco Alejo	1,672	Denise Kendall	1,441	Rashaan Elam	1,308
Robert Ulreich	3,129	Jonathan Tomko	2,007	Vatapuia Vavau	1,672	Jessica Sanchez	1,439	Virgil Watson	1,307
Fritznel Octave	3,116	Gregory Hayman	2,003	Mario Andres Chavez	1,669	Nicholas Moore	1,430	Nicarus Baez	1,307
Bruce Viaje	3,110	Joshua Davidson	2,003	Daniel Potilechio	1,659	Herman Fennell	1,430	DeAnthony Hartman	1,297
Maijargal Sukhbaatar	3,095	Va Moua	1,998	Chad Davis	1,657	Sean Madden	1,426	Djenabou Diallo	1,293
Corey Neff	3,086	Francois Telfort	1,996	Amr Shater	1,654	Keith Coscia	1,422	Franklin Ollie	1,293
Joshua Lenix	3,008	Steven Edgell	1,973	Mercedes Lloyd	1,652	Mark Bleier	1,421	Kolby Keller	1,292
Paul Derenzo	2,949	Jose Lopes	1,970	Elyse Koven	1,630	Kevin Haines	1,419	Lazarus McRae	1,291
Ransy Vazquez	2,878	Kristel Kreiser	1,923	Joseph Geer	1,628	Steven Sparkes	1,406	Israel Wizenfeld	1,283
Brent Penno	2,852	Alisi Sanalio	1,923	Liliya Hrabar	1,623	Aryan Achary	1,406	Christopher Cole	1,282
Roxanna Bernal	2,820	Laura Thornton	1,916	Angel Toro	1,621	Diane Carrion	1,400	April Kindrick	1,281
Natain Stam	2,799	Lesina Ah Sue	1,916	Ofa Taulangi	1,615	Deborah Parnell	1,398	William McLendon	1,279
Daniel Toshner	2,792	Johanna Bilbes	1,914	Teresa Salgado	1,613	Zach Otto	1,392	Jacob Isenbarger	1,273

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Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Oscar Portillo	\$1,273	Craig Blankenship	\$1,088	Monty Pratt	\$991	Thelma Lambert	\$884	William Schugardt	\$806
Michelle Stubbs-Thompson	1,259	Bonnie Williams	1,084	Drew Johnson	988	Stephanie Petro	878	Leeanne Pace	806
Angela Waller	1,259	Puao Thompson	1,083	Jason Taybron	987	Rob Speers	878	Horace Johnson	805
Beverly Smith	1,251	James Smith	1,080	Alfredo Hung-Lam	987	Richard Walus	877	Ginelle Jones	805
Barbara Minard	1,246	Alta Adrien	1,078	Colleen Stansu	986	Raymond Balestra	874	Richard O'Brien	800
David Fung	1,246	Kelley McNicoll	1,077	Valen Eberhard	984	Jeffrey Comer	874	Michelle Blunda	800
Rasela Tailua	1,244	Charles Drinkard	1,072	Raymundo Torres	978	Seluvaia Tonga	874	DeMario Carter	799
Peng Zhou	1,243	Eduardo Barrantes	1,071	Rosalie Zwicker	977	Amy Baird	874	Christopher Dovidio	798
Matthew Marchitto	1,238	Marc Salvaggi	1,070	Benjamin Ainscough	975	Ruben Santillana	870	Cody Felder	797
Barbara Stillwell	1,230	Rachel Tuatara	1,069	Unique Hunnicutt	974	Nathaniel Durkin	869	Earnest Loveless	796
Cameron Severns	1,226	Taena Diaz	1,065	Kevin Lenford	969	Vaine Rere	869	Amber Resendiz	795
Michael Perkins	1,225	Michael Shemas	1,062	Matilda Kaea	966	Evan Kendall	866	Ronald Baldwin	794
Adrian Johnson	1,223	Joel Fraughton	1,060	Andrew Rose	958	Kuini Sauni	865	Ashlynn Orng	794
Carlo Buhay	1,221	Linda Moore	1,060	Andrew McQuade	957	Ryan Blegen	861	Natalie Linker	794
Benton Tong	1,217	Laaina Havea	1,058	Brock Lampee	957	Robert Barnett	860	Mosese Nasalo	791
Jessica Rhoads	1,211	Tyler Dean	1,057	Leroy Simpson	954	Maciel Sandoval	859	Joseph Soflarsky	791
Matthew Leahy	1,208	Chad Panzer	1,057	Howard Dotson	952	Ricky Jenkins	858	Evan Reich	788
Rajeev Arora	1,207	Chelsie Taylor	1,056	Raymon Reynolds	948	Johna Ryan	858	James Razor	788
Felix Domingo	1,206	Eric Livingston	1,053	Thomas Crutcher	946	Ken Morrison	857	Daniel Fifita	784
Rona Turner	1,205	Nickolas Maynard	1,052	Harrynarine Ramoutar	945	Sally Buchheimer	856	Caleb Longley	783
Michael Cloherty	1,200	Theresa Hegarty	1,048	Michael Brooks	944	Avram Pinto	855	Ashley Maier	783
Hyomin Chong	1,199	Dawn LeBlanc	1,044	Piper Mitchell	940	Denise Berrios	855	David Hussey	780
Martin Short	1,193	Emelda Agard	1,041	Leivi Setu	940	Carissa Myers	853	Salafai Elisara	779
Ed Olfert	1,192	Faiga Ene	1,041	Georgie Martinez	939	Charles Blair	851	Alisa Walker	776
Diedre Sandbrook	1,179	Jason James	1,040	Charles Ferrari	937	Thomas Weber	851	Misti Strickland	775
Patrick Seawright	1,176	Wayne Green	1,040	Longinusi Tupou	937	Charles Diulus	849	Melvin Arritt	775
Margaret Armstrong	1,173	Lindsay Hoopes	1,037	Lynne Porturas	936	Noylene Uai	848	Lisa Hawkins	774
Seema Soim	1,166	Dwayne Cameron	1,033	Denice Copp	933	Ashley Wenning	847	Melissa Wartman	774
Cecil Johnson	1,164	Benjamin Gowler	1,032	Justin Pratt	932	Arthur Greene	847	Makaylah-Marie Exume	773
Vakaola Tupouniua	1,164	Violetta Goldman	1,027	Mona Haji-Rajabi	932	Kelly Finnen	846	Jessica Silver	773
Justin Germany	1,160	Mark Harhager	1,027	Akenese Ati	929	Kassandra Personett	845	Alan Lyons	770
Justin Smith	1,157	Theresa Bellajaro	1,027	Karen Parson	928	Michael Vojtko	844	Paul Roman	765
Robert Biser	1,156	Franklin Faulds	1,026	Kimberly Sourvelis	927	Jennifer Riedmaier	844	Jamie Johnson	764
Kelly Nallie	1,153	Kelly Yingling	1,024	Cbyrd Lucas	924	Chad Potts	843	Travis Botts	764
Milena Arceo	1,153	Stephen Rodriguez	1,024	Arsen Yanukyan	922	Jennifer Gonzalez	841	Natalie Soboleva	764
Enrico Paredes	1,151	Jack Croxall	1,014	Yvonne Zarathustra	922	Kiriraukawa Hayward	840	James Lima	763
Jervis Archer	1,149	Rafael Spratling	1,014	Daniel Phares	921	Thomas VanOsdol	838	Debra Hunter	762
Gian Trinidad	1,145	Gabriel Manzo	1,010	Skye Casey	919	Kimberly Orrico	838	Mark Arrigo	760
James Koss	1,145	Robert Ringelsten	1,010	Mahiyar Vazifdar	919	Amelyn Baniqued	833	Shawn Benninger	759
Jonathan Nadigoo	1,144	Terrence Williams	1,009	Samson Adelufosi	915	Christopher Kennedy	828	April Bauer	758
Faalave Fale	1,143	Anthony Vuolo	1,007	Polina Philbin	914	Darlene Feinen	823	Raymond Persaud	757
Thomas Felicciardi	1,141	Daniel Jones	1,007	Nitesh Bhogaraju	914	Timothy Villard	820	Paul Mariotti	757
Sarah Smith	1,136	Bryan Czajkowski	1,003	Cody Walker	913	Anita Lanier	819	Zachary S Bradshaw	755
Denise Hewison	1,134	Christine Barbour	1,003	Leah Stoltz	913	Richard Miller	819	Pelenatita Niu	753
Michelle Faimanu	1,130	Andrew Hennick	1,002	Derek Franc	909	Yolanda Richardson	818	Naomi Filifilia	751
Isaac Hernandez	1,130	Robert Wainner	1,002	Timothy Enzor	908	Jacqueline McHugh	816	Brandy Ackman	744
Nicholas Rogers	1,126	Heather English	1,000	Richard Avina	906	Seletuta Fataalii	816	Rachyle Stansell	743
Elifranc Deus	1,125	Freida Yakubov	999	Yussuf Elzein	901	Michael Grantham	814	Philip Russo	740
Aja Devore	1,123	Orett Nelson	998	Mary Burningham	900	Elizabeth Lo	813	David Kirst	739
Chena Blair	1,115	Daren Brown	997	Aaron Javier	900	Kasey Williamson	812	Keturah Malaykhan	739
Angela Garnett	1,108	Vernin Vigier-Reynoso	995	Mavrick Fredericks	896	Charles Hood	812	Glen Latona	738
Vakhtang Nazaryan	1,106	Jack Betham	994	Jesse Wise	893	Cristi Huffman	810	Samvel Tigranyan	734
Pon Mom	1,106	Dawn Montgomery	993	Jeffery Cash	892	William Myatt	809	Nicholas Fisher	729
Christopher Buonanni	1,103	Carly Ferraro	993	Alisha Armand	892	Sean Wampler	808	David Martin	729
Casey Sperzel	1,103	Joanna Doumas	993	Nicole Conrad	891	Dawn Selden	808	David Livingston	727
Lawrence Broussard	1,092	Nicholo Arceo	992	Eric Ebbitt	885	Iryna Sushkova	807	Dennis Moran	726

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Mary Garriott	\$726	Timothy Reisdorf	\$669	Sina Teo	\$605	Randy Wright	\$551	Anthony Wright	\$510
Zoe Hamilton	726	Aiman Mousa	668	John Bacaron	604	Matthew Trammel	550	Joseph Walaan	508
Eric Campbell	724	Casey Cash	667	Jamaal Lynwood	604	Ronald To	550	Robert Melligan	508
Trent Hilderbrand	724	Bo Fu	666	Rita Charles	603	Bret Green	550	Jeris Rus	508
Robert Shafer	722	Randy Ocampo	665	Joseph Duran	603	Brandi Hershey	549	Bernardo Lopez	507
Kristian Brennan	721	Antonio Monica	664	Timothy Byrnes	602	Justin Wiederhold	549	Ryan Smith	507
Clarence Greene	721	Erika Cannady	663	Nicole Philo	602	Nattapol Jongjarupat	549	Luke Pisker	506
Sarah Dauria	718	Kelly Ekker	662	Preeti Sahgal	601	Trevor Harmon	549	Maryam Salehi	505
Clifford Feldman	717	Allan Shapiro	661	Andre Bent	601	Joshua Fosnight	548	Jian Wang	504
Austin Wallace	717	Tina Kaufman	659	Phillip Rigoli	599	Agatha Safford	548	Chela Ghayour	503
Ryan Fistler	715	Steve Suber	658	Lisa Smith	599	Tyree Green	548	Christopher Priore	503
Godfrey Goodrich	715	Jamie Hodgson	656	Samuel Viner	598	Angela Giazzon	545	Omar Jordan	503
Lindsay Lizmore	714	Zaida Padilla	655	Quiona Bryant	596	Zachary Ledyard	544	Patrice Canty	502
Michael Shaba	714	Gyad Ferguson	655	Crystal Lynch	596	Kama Cutler	542	Joshua Cook	501
Bobby Taylor	712	Kenneth Fredieu	654	John Downer	596	Melvin Lynch	542	Amanda Donahue	501
Timothy Velky	712	Robert Thompson	654	Alvin Hagens	593	Franklin Quezada	542	Bernadette Casciato	500
Hinemoa Tuionetoa	711	Courtney Bell	653	Ricardo Garavito	593	Minh Phung	541	Lawrence Forte	499
Wendi Buford	710	Maurice Hawkins	651	Andrew Hermsillo	593	Jennifer Wehrle	541	Karen Kost	499
Daniel Posner	708	Clifton Torres	647	Noah Waldman	592	John Smiley	541	Paul McIntyre	499
Oretta Jackson	707	Rick Zerkle	646	Kennedee Blanchard	591	Stephen Giddens	540	Glaister Parke	497
Karen O'Toole-Benoit	705	Edward Atkinson	645	Alan Pazmoran	591	Oscar Ponce	540	Edward Davidson	497
Joshua Pembleton	705	Jeremy Engrav	644	Lisa Heyman	590	Carlos Otero-Villalba	540	Robert Sobczakslomczew	497
Kyle Lewicki	704	James Matchett	643	Anita Ferris	588	Ryan Kelly	539	William Shockley	496
Matthew Wilson	704	Rebecca Barker	638	Jessica Cresong	587	Christopher Peck	538	Tharon Caraway	495
Brian Jerome	703	Marissa Boo	637	Andrew Melanson	585	Gabrielle Roback	538	Harley Farrell	494
Marcus Street	701	Krystle Mallett	637	Sitai Isoafisipuna	584	Katie Reed	538	Logotaeo Atoa	494
Vanessa Dagostino	700	Peter Van Der Westhuizen	636	Sandra Miller	584	Robert Reagan	537	Jennifer Miller	494
Donald Sheldon	700	Kingsley Tazinya	635	Nicholas Engrav	581	Leonard Maggio	537	Malaga Lemalu	494
Evan Holzhauer	700	Shirl Schelevitz	635	Richard Dyer	580	Bernard Oliphant	536	Brandon Jacobs	493
William Cline	698	Carl Harris	634	Demetris Kennedy	580	Katie Fischer	536	Gary Prokop	493
Floyd Musgrave	697	Levi Carpenter	634	Jamie Bohannon	579	JoAnne Marks	533	Justin Fisher	492
Rory White	697	Gregory Eaton	633	Skylar Brown	576	Anthony Rizzo	533	Shannon Gerstner	491
Christopher Ford	697	Kori Firmin	631	Evelyn Nkwenti	576	David Guzman	532	Tiffany Aoyama	490
Corey Champagne	695	Benjamin Mancillas	630	Hakan Ozalpasan	576	Tarisa Tooke	532	Cameron Clay	489
Phuong Chung	694	William Rudacille	630	George Clawson	575	Jorge Guerra	529	Shane Scheel	489
Joey Sales	694	Brandon E Smith	628	Meredith Bishop	575	Oscar Flores-Najarro	528	Andrew Edwards	489
Gregory VanSuch	694	Andrea Barenholtz	626	Adam Huck	574	Nigel Crowe	528	Zachary Suarez	488
Michael Polakowski	694	Walter Peters	626	Benjamin Goldberg	573	Matthew Hodge	528	James Keefer	487
Tia Harris	694	Alison Teepa	622	Keith Litterst	570	Christopher Peruzzi	527	Thomas Shafer	485
Vakhtang Dvalishvili	694	Rolando Vega	621	Mary Kimitaunga	570	Miranda Green	524	Angelo Jenkins	485
Jacqueline Kosalek	693	Larry Finch	621	John Stallings	569	Donald Stevens	523	Kory Kuipers	485
Eric Arreguin	692	Kaylyn Boyd	620	Brian Soulard	569	Danae Manwill	521	Jacob Filler	484
David Higa	689	Sean Grant	619	Louis Stephan	568	Hannah Welfing	521	Michael Hoover	483
Jesse Remby	685	Stephanie Hailey	617	George Waters	568	Jessica Dean	520	Salilo Vasquez	483
Patrick Fowler	684	Ryan Kissling	617	Willie Hayden	567	Satbir Singh	520	Austin Blaschak	482
Patricia Serrano	681	Staci Daggett	612	Aaron Spears	565	Karen Gaskin	519	Larry Giddens	481
Haley Drayer	680	Maykel Fernandez	612	Michael Planty	562	Reece Eagin	519	Adam Lynch	481
Fred Goetz	679	Paw Sandberg	611	Timothy Rose	562	Lindsay McClure	519	Joseph Teahl	480
Philip Walters	677	Sean Flagler	611	Gursandeep Boparai	560	Sale Papu	516	Miki Bartolome	480
Jaman Testerman	677	Danielle Greenleaf	609	Justin McDole	558	Gladys Reed	514	Anthony Tepper	479
Susan Salmela	677	Kate Daye	609	Randoph Souliers	558	James Lochard	514	Heather Beals	479
Andrew Cline	676	Tyler Murray	609	Jeremie Dupuis	558	Byung Park	514	Maulalo Taufao	478
Candi Lau	676	Maria Diringer	609	George Rosicky	556	Alanna Swenson	513	Joseph Schneider	476
Sara Wonderling	671	Maurice Thomas	607	Katharine Myers	554	John Hoselton	513	Brooke Sites	474
Emmanuel Adesina	670	Carla Miller	606	Alphonso Asikaburu	554	Christopher McFoy	512	Kyle Rhymer	473
Gregory Goodwin	669	Jason Kolpack	605	Michael Milanich	553	Christopher Simpson	512	Nicolas Ullmann	473

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Jocelyn Readnour	\$473	Andrew Sunkin	\$431	Nicole Nelson	\$394	Milenita Schaaf	\$366	Barbara Geier	\$334
Searcie Cassidine	471	Shelby Poston	431	Daniel J Johnson	394	Akeem Alvarez-Lee	366	Charles Belt	334
Rebecca Wilt	470	An An	431	William Charnow	393	Ashley Armstrong	365	Cedrick Smith	333
Jonathan Johnson	470	Charlyn Lum	431	Lisa O'Donnell	392	Daniel Kenneally	364	Karen Fisher	332
Joseph Smith	469	Eric McNamara	431	Peter Fournier	392	Drew Stimmel	364	Janet Charles	332
Patosina Winterstein	468	Alexandra Hupertz	430	Lisa Richardson	392	Ryan Dreier	364	Jessica Santamarina	331
Sergey Struck	467	Michael McIntosh	430	Jessica Wierzba	391	Shantelle Duncan	364	Jesse Jardine	331
Sujata Kapadia	465	Debra Rauch	430	James Michaud	391	Jeremy Broumpton	363	Brian Blair	330
Kanisara Somsuk	464	Antonio Evans	429	Jody Duke	390	Robert Gibson	362	Daniel Alvarado	330
Tracy Vo	463	Luis Leal	429	Amanda Muhleisen	389	Mohammad Khatib	362	Angel Arista	330
Robert Ciochetto	462	Anastasia Bass	429	Jonathan Tifone	389	Heather Mitchell	361	Amanda Zophin	329
Ronald Lowe	461	Breven McMahon	429	Joycelyn Smith	389	Sarah Bass	359	Amanda Beyersdorff	329
Courtney Beck	460	Megan Pryke	428	Charity Jenkins	389	Candice Rezzo	359	Arnaccia Alridge	329
Mike Hudnall	460	Danessa Seward	426	Chang Saefong	388	James Curtis	359	Mary Gombert	329
Liam Flaherty	459	Joshua Freelund	425	Rosenie Jabagat	388	Aaron Wiggins	358	Otolose Kinikini	328
Kimberley N Clarke	459	Sharaleen Brown	425	Lorraine Tirado	388	Solon Stephanou	357	Linda Byas	328
Nickolas Brudzinski	459	Shannon Webb	425	Janice Moseychuck	388	Russell Trujillo	356	Phyo Phyo	327
Sandra D'Amore	455	Chasity Wells	422	Wendy Sotelo	387	Rafael Vargas	355	Lawrence Hauck	327
Jeffrey Aldama	455	Rebecca Buratt	422	Timothy Powell	386	Jason Yousef-Zadeh	353	Bradford Stone	326
Shannon Dinger	454	Phillip Jenkins	422	Elizabeth Dillingham	386	Michael Wolfe	353	Angelika Vassilieva	326
Dana Page	453	David Gregoire	422	Eric Hidy	386	Darling-Delicia Reedy	352	Matthew Butler	323
George Pacunayen	452	Justin Wise	421	James Musumeci	385	Ny Sorn	351	Morris MacLeod	322
Humberto Quintero	452	Erin Djerf	420	Toafa Teo	385	Brosloyd Campbell	351	Kayla Chavez	322
Elizabeth Flanagan	452	Amie McCracken	417	Debbie Moke	385	Justin Wilson	351	Bryan Peters	322
John Geha	451	Mikhail Mishkov	415	Kwaku Nti	384	Travis Campbell	350	Cynthia Loculmi	322
Jared Brill	450	Todd Chrislip	415	Jeremy Barrier	384	Michael Lindsey	349	Zachary Locusion	319
Janie Conklin	450	Vladimir Flores-Cruz	415	Jarred Roberts	384	Benjamin Thompson	349	Candace Kiriakos	319
Joseph Hedborn	449	Pamela Garrett	412	Robert Greco	382	Dennis George	349	Kassie Cramer	318
Betty Hewlett	449	Jennifer Bowman	409	Linda Turner-Hyland	381	Kimberly Dalton	348	Darrick Miles	318
Mark Harper	449	Mark Kukielski	408	Maribeth Zafepopolos	380	Danny Jones	347	Sayed Hashimi	318
Peter Holdren	449	Ryan Fickert	408	Marjorie Leask	380	Jessimi Lewis	347	Roseli DeFranco	317
Dana McCorkle	447	Nakthalie Bocz	407	Charlene Braithwaite Lovett	380	Sara Vaz	346	Victor Becerra	316
Malamahakava Kulupatokimua	447	Jeremy Price	406	James Okerson	379	Andrew Hilt	345	Youxiang Wang	315
Timothy Durr	446	Nicholas Klaiber	406	Rachel Klepal	379	Tina Tollar	345	Thomas Tiller	315
Nic Iagulli	446	Hector Sartori	405	Christopher Osborn	378	Michael Baguer	343	Dekisha Shockley	315
Terry Harper	445	Kimberly Payne	402	Jenna Grula	377	Derron Alexander	343	David Henderson	314
Joseph Mathis	445	Anthony Perosi	402	Maureen Dwyer	377	James Franklin	343	Danielle Cardello	313
Anthony Batista	444	Ismail Mori	401	Cicaley Gipson	376	Maria Ochoa	343	Shaimaa Diraz	312
Scott Ramsey	443	Christine Benton	400	Aleta Coleman	375	Shahab Mahdavinejad	343	Kimberly Alston	312
David Crisman	443	Donna Ferguson	400	Alex Niemann	374	Thomas Ashton	342	Bianca Williams	312
Leya Kirchstein	443	Jerome Chambers	399	Willie Gandy	374	Lynn Jordan	342	Mickenzie Linse	312
Javier Arce	443	Eliza Agripino	399	David Hawkins	374	Daniel Brown	341	Matthew Battaglia	312
Juan Gonzalez	443	Johanna Handa	399	Amanda Ring	374	Kasali Kotun	340	Alan Rosen	311
Vainetutai Kaitao	442	Leah Bonner	398	Brenda Kidd	373	Martin Hayward	340	Rebecca Holan	311
Toakase Tongotongoakoteu	442	Leonard Suminski	398	Gregory McDuffie	372	Kimberly Riley	339	Julian Brown	311
Justin Armstead	442	Justin Schaub	397	Faapaia Tokuma	371	Tien Nguyen	339	Tepaeru Rima	310
Monica Murray	441	Kasey Schultz	397	Jackson Etienne	370	Latu Fahamokioa	338	Darrell Asbell	310
Justin Vega	441	Nectaria Horos	396	Melanie Monga	370	Michael Robinson	338	Manuel Marte	310
Filipo Havili	437	Eluerecia Guzman	396	Richard Madrid	369	John Morrison	338	Jahn Herrick	310
Geoffrey Eilers	437	Travis Kajiwara	396	Maricel De Guzman	369	Serge Rosemond	338	Tyler Liggins	309
Tyler Green	437	Iliana Garcia	396	Adrian Bannister	369	Donald Yozzo	337	Leonard Finau	309
Ethan Weidman	435	Pedro Pizarro	396	Richard Conner	369	Anastasia Bostan	336	Everton Taylor	308
Jesus Machado	434	Jamie Ellia	395	William Gordon	368	Alric Kennedy	336	Bruno Hill	308
Helena Ronci	433	Erica Rodriguez	395	Dustin Klingebiel	368	Kenneth Kelley	335	Cody Reed	307
Ryan Ward	432	Milad Moghadamyekta	394	John DeFrancis	367	William Howard	335	Michael Schumacher	306
Frank Sigourney	431	Thomas Kijanowski	394	Jerrod Milne	366	Andrea Roberts	335	Eleanor Smith	306

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Brian Hutchings	\$306	Daniel Bauer	\$269	Raphael Musto	\$245	Lakeytha Murray	\$223	Roxana Miranda	\$207
Karen McQuoid	306	Douglas Graham	269	Paul Samra	245	Matthew Broad	223	Ian Travers	206
Diane Zingarelli	305	Christine McKenzie	269	Sam Nicolosi	245	John Childs	223	Nicole McQueen	206
Allison Bankowski	304	Zachary Walter	269	Janko Todorov	244	Gleb Nelson	223	Mali Reed	206
Alexandra Wolter	303	Benjamin Luca	269	Araceli Beltran-Villarreal	244	Gina Martinez	223	Gerald Coleman	206
Christopher Ryan	303	Sharon Brenner	268	Victoria Bolognese	244	Amanda Castleman	223	Ghina Malaney	206
Kimberly Sheffield	300	Juan Cardona	268	Luke Crandall	243	Premlata Pandey	222	Raymond Ochoa	206
Matthew Ring	300	Josh Schwab	267	David P Holt	243	Michelle Verbit	222	Amber Duarte	206
Asheala Snook	300	Lenora Puru	267	Lander Stovall	242	Shawn Sheridan	222	Willie Brown	206
Svetoslav Nedev	300	Anne Royce	267	Muna Abdulmajid	242	Shiwa Hollingsworth	222	Mercedes Ayala	206
Nikita Barnes	299	Erin Moore	266	Jennifer Gray	241	Tanner Daves	222	Jong Song	205
Kathleen Barnes	298	Austin Soboleski	265	Jonathan Maust	241	Robert Smith	222	Ricardo Quick	205
Steven Schnitzer	298	Charles Porter	264	Normand Franco	240	Tom Morrell	222	Howard Cho	205
Luis Bigit	298	Jarred Sykes	264	Michael Talbot	239	Andrew Whitely	222	Minnie Lee	205
Arash Nazhand	297	Tasha Tucker	264	Lydia Ertle	239	Donald Dowbor	221	Dale Bell	204
Jeanette Langford	297	Vaapu Vitale	264	Leonora Vecaj	238	Alberto Alcala	221	Milan Kucera	204
Enrique Borjas	294	Lance Standefer	263	Daniel Noll	238	Fay Smith	221	Brian Lee	203
Stuart Burgner	294	Eric Thompson	263	Chun-Lu Wang	238	David Thornton	220	Kura Mataio	203
Leah Flagler	293	Alex Hernandez	263	Shaun Carvelli	238	Nanette Clay	220	Dominique Smalls	202
Gary Urschler	292	Frank Vehafric	262	Jose Villalobos	237	Mark Taylor	220	Scott Patterson	202
Anita Vulling	292	Barbara Gillard	262	Margaret Jones	236	Sharon Hernandez-Cuevas	220	Stacey Davis	202
Craig Strompf	292	George Babish	261	Rai Duffy	236	Robert Stiles	219	Shawn Finney	202
Ryan Hernandez	292	Aric Brandon	261	Keisha Hairston	236	Kershawn Payne	219	Alex Grakhov	201
Adam Field	290	Raya Robinson	261	Jacqueline Reim	236	Gary Brown	219	Wesley Parrigin	201
Tara Weisz	289	Sonja Moss	261	Drew Struthers	235	David Riddle	218	Jessica Geffre	201
Andrew Wright	286	Jack Keiderling	260	Kenneth Majka	235	Jolinn Barner	218	Michelle Rondez	201
Karina Valencia	285	Benjamin Norman	260	Katie Shugert	235	Alexander Mueller	218	Kyle Ryan	200
Arlene Kress	285	Selandras Villanueva	259	Jennifer Claunch	235	Tenika Copeland	218	Bobby Gengler	200
Christon Dixon	285	Florence Hodge	258	Richard Rudy	234	Jay Lapidus	218		
Arthur McDonald	284	Devon Lawler	257	Lauitiiti Tonumaipea	234	Danilo Mendoza	216		
Elmedina Sahmanovic	284	Olga Tsymbal	256	Leonard Capucilli	234	Martello Pollock	216		
Aaron Huff	283	James Larkin	256	Carl Freely	234	Tuilavoni Lama	215		
Maurice King	283	Michele Angelini	254	Lisa Herrera	233	Mary Maida Fujii	213		
Carlos Myers	282	Paul Boyd	253	Lenrow Felton	233	Chang Yeung	213		
Ryan Hedenkamp	282	Jonathan Laaker	253	Rita Baumgartner	233	Leslie Coward	213		
Daniel Armstrong	281	Aldina DaRosa	252	Linda Curley	232	Brendan Toone	213		
Tanya Pierson	281	Robert Reed	251	Jaron Thomas	231	Jimmy Siviengkham	213		
Garik Petrosyan	281	Ileana Rosas	251	Christopher Smith	231	Christopher Angione	213		
Anthony Ferrara	280	Fatoumata Dibba	251	Chiquita Selvy	231	Vainetutai Glassie	212		
Bradley Kampmeier	280	Luis Hernandez	250	Luz Torres	231	Andrea Valladares	212		
Rodney Hatfield	280	Rebecca Steiner	249	Anthony Theriault	231	Liza Godine	212		
Crystian Rozotto	279	James Schneider	249	Jeremy Jones	230	Stephanie Kearns	212		
Garrie Burks	279	Shariael Effs	249	Sean Kiersztyn	230	Gregory Feocco	211		
George Angulo	278	Cassie Peoples	248	Tiffany Maybray	229	Lena Walker	211		
Brett Murray	278	John Boyle	248	Timmy Sorensen	229	Barbara Miller	211		
Wallace Spencer	278	Ross Budweg	248	Henalieta Kamitoni	228	Susan Marchese	211		
Robert Ware	277	Joseph Falzone	247	Zulfikar Bhukera	228	Ryan Conley	210		
Robert Hines	277	Erin Moyer	247	Everett Olszewski	228	Joshua Hager	210		
Brian York	277	James Griffiths	247	Clayton McPeak	227	Sharon Rehmert	210		
Michael Wheeler	276	Nicholas Guzman	247	David Gorka	225	Emilexis Medina	210		
Osama Shoubaki	276	Robert Cook	247	Araksya Shahinya	225	Robert Kernick	210		
Andrew Haskins	274	Andrew Jaycox	246	Alfredo Flores	225	Kemirth Williams	210		
Sione Ika	274	Ellen Haretuku	245	Charles Gregonis	224	David Shirley	209		
Ahmad Abdollahzadeh-Parsa	271	Jessica Tini	245	William Patterson	224	Margaret Bukowscak	208		
Brent Arbour	270	Lydia Lozano	245	Julien Sulio	224	Kurtis Rule	208		
Sharon Thomas	270	April Harmon	245	Brenton Betts	224	Andrea Nichols	207		

Reinstatement Bonus

Total: \$46,613

Qualifier	Bonus	Qualifier	Bonus
Sami Mogannam	\$3,133	Patrice Amador	\$299
Nabil Spahi	1,970	Timothy Cruise	286
Nicole Bailey	1,757	Phyo Phyo	282
Mitchell Look	1,567	Diane Carrion	282
David Higa	992	Fritznel Octave	280
David Jackson	861	Philip Abramovitz	279
Lorena Barriere	860	Shari Lane	279
Meakie Grice	848	Reynaldo Singson	265
John Bulecza	743	Christopher McFoy	264
Debra Bell	723	Niurka de Armas-Duran	263
Ronald Friedlander	697	Douglas Zigby	255
Katherine Fallon	630	Matthew Ring	249
Jodi MacPherson	625	Scott Kim	243
Daniel Potilechio	623	Christopher Buonanni	236
Earnest Loveless	589	Ahmad Abdollahzadeh-Parsa	234
Albie Udom	582	Maria Alcon	221
Erez Shabtay	565	Steven Stensrud	216
Samy Jacques	562	Keith Hadayia	213
Alan Weissen	548	Bruce Goudy	205
Arthur Westergren	520	Justin Williams	205
Benton Tong	510	Larielle Major	204
Amanda Beyersdorff	508	Angel Arista	204
Leary Andrews	507	David J Miller	203
Djenabou Diallo	502		
Lawrence Dennis	497		
Arnold Iacoviello	495		
Lisa Sanders	492		
Carl Boldon	482		
Max Quasem	458		
Mercedes Ayala	455		
Marium Sherzai	451		
Dennis Poldnev	443		
Huihann Wee	441		
Matt Flores	433		
Lance Martin	432		
Frank Kolligian	418		
Cherri Xie	414		
Ronald Rivera	406		
Dick Nakatani	401		
Peer Shmelzer-Moratin	388		
Dason Phaul	379		
Cheryl McLean	362		
Jarred Sykes	351		
Scott Hanna	344		
Stephen Liberto	325		
Kody Karhliker	325		
Kevin Galloway	322		
Larry Sale	321		
Karl White	315		
Aldina DaRosa	315		
Alta Adrien	311		
Anita Knight	307		



See *Spotlight*, page 11 for top 50 qualifiers and YTD bonus leaders.
For full contest details, visit www.ailife.com/spotlight.aspx

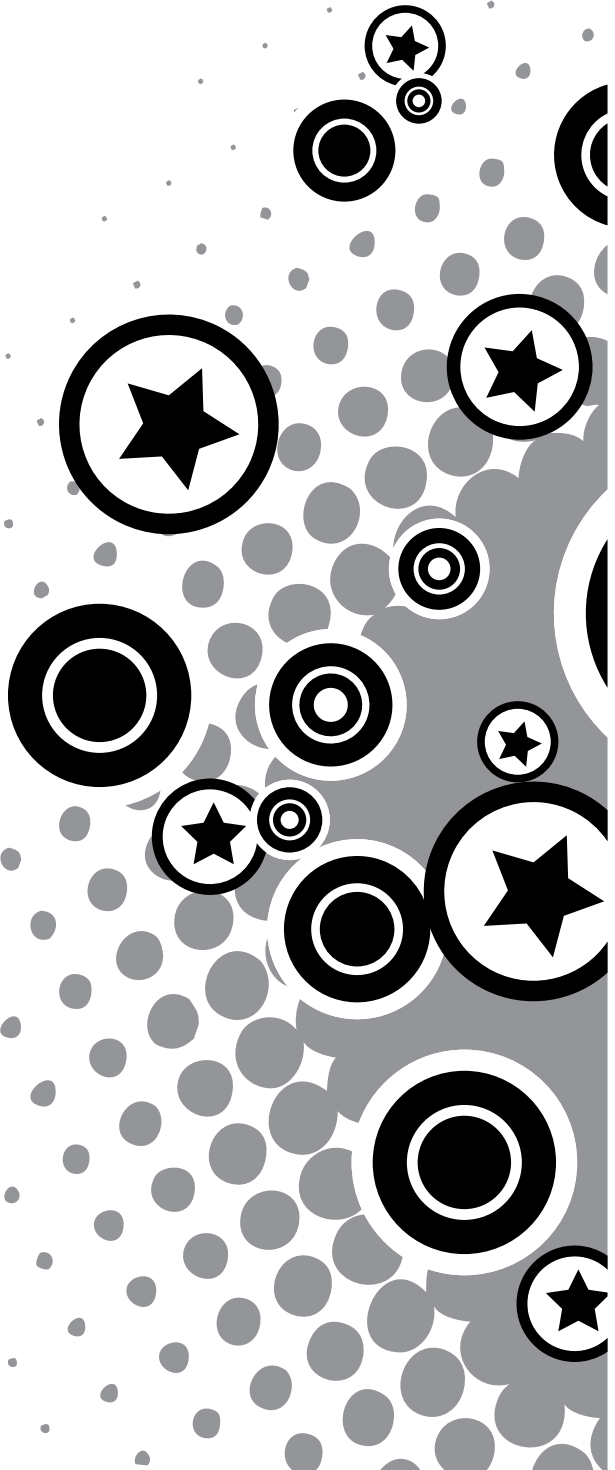
Total: \$302,420

Qualifier	Bonus	SGA	Qualifier	Bonus	SGA	Qualifier	Bonus	SGA
Christopher Bruton	\$1,425	Alex Roland	Alisha Armand	\$766	Theodore Pappas	Nathaniel Tardif	\$477	Altig-Orlovic
Hannah Welfling	1,412	Simon Arias	Andrew Jaycox	764	Chris LaFond	Aaron Booth	476	Simon Arias
Christopher Favor	1,409	David Hausman	Joshua Jenkins	763	Bob Olson	Liseti Fifita	474	Steve Friedlander
Michael Lindsey	1,346	Simon Arias	Bryan Czajkowski	762	Matt Henderson	Jack Bryant	473	Scott Sonnenberg
Ryan O'Malley	1,346	Imran Satti	Anita Ferris	747	Steve Friedlander	Andre Hawthorne	473	Laura Fisher
Raymon Reynolds	1,344	Chris Hernandez	Matthew Foster	747	Oldham-Bianchi	Tian Luo	467	Imran Satti
John Setu	1,343	Steve Friedlander	Emilexis Medina	724	Theodore Pappas	Norman Roy	465	Matt Henderson
Vijay Khobchandani	1,328	Steve Friedlander	Amelyn Baniqued	723	Steve Friedlander	Joseph Falzone	453	Dorian Oldham
Jesse Spencer	1,298	Oldham-Bianchi	Leah Bonner	708	Matt Henderson	Jason Green	446	Paul Rumbuc
Nicole Conrad	1,251	Fred Hadayia	Timothy Watson	707	Surace-Smith	Christopher Weglarz	442	Altig-Orlovic-Lyse
Konnor Wyly	1,248	Joseph Diecedue	Amber Burchett	703	Surace-Smith	Jessica Santamarina	438	Matthew Hogan
Viet Chung	1,207	Jatoft-Foti	Ali Rothbaum	691	Sabrina Lloyd	Eric Ebbitt	427	Simon Arias
Sione Aholoka	1,195	Steve Friedlander	Ronald Kuttruff	684	Simon Arias	Charles Drinkard	416	Simon Arias
Alisa Walker	1,187	Steve Greer	Jonathan Woelfle	678	Altig-Orlovic	Ryan Hernandez	411	Chris Hernandez
London Burnett	1,182	Surace-Smith	Bruce Viaje	672	Altig-Orlovic	Joshua Cook	406	Simon Arias
Dustin Dunlap	1,181	Surace-Smith	Talalelei Tanielu	667	Steve Friedlander	Ruben Cal	399	Sinner-Sinner
Karen Barbour	1,181	Steve Greer	Jovani Chappel	666	Simon Arias	Kevin Dougherty	399	Matt Henderson
Juan de la Cruz	1,176	Desi Dimitrova	Teo Underhill	655	Simon Arias	Donald Wilds	397	Simon Arias
Kascey Williamson	1,167	Joe Manone	Gilbert Martinez	650	Brandon Cooley	Benjamin Luca	397	Surace-Smith
Josh Wheeler	1,164	Surace-Smith	Joseph Geer	643	Surace-Smith	Kelli Schwichtenberg	393	Eric Cochran
Debbie Moke	1,164	Steve Friedlander	DeAnthony Hartman	640	Paul Rumbuc	Henry Briggs	391	Steve Friedlander
Timothy Wilson	1,129	Philip Prata	Brandon Summerton	634	Altig-Orlovic-Traboulay	Chris Clark	388	Altig-Orlovic
Brian Wilson	1,080	Michael LiBassi	Reynolds Akuamo	622	Theodore Pappas	Ileana Rosas	388	Cohen-Cohen
Melissa Wartman	1,078	Surace-Smith	Marcus Noel	616	Imran Satti	Jordan Freeman	386	Steve Greer
Barbara Corigliano	1,073	Sabrina Lloyd	David Livingston	610	Surace-Smith	Ahmad Abdollahzadeh-Parsa	379	Cohen-Cohen
Seiloni Filimochala	1,046	Steve Friedlander	Lora Beronja	600	Joe Manone	Michael Polakowski	378	Simon Arias
Joshua Fosnight	1,039	Simon Arias	Matthew Caternolo	600	Simon Arias	Brent Wilhelmi	375	Steven DiChiaro
Terry Harper	1,013	Simon Arias	Vaine Rere	590	Steve Friedlander	Alvin Massenburg	361	Altig-Orlovic-Hay
Alexander Dorey	1,009	Imran Satti	Djenabou Diallo	589	Fred Hadayia	Gursandeep Boparai	356	Furer-Whittinghill
Sean O'Reilly	1,005	Cunningham-Weatherspoon	Heather Leitch	587	Cunningham-Weatherspoon	Matthew Haslett	354	Sinner-Sinner
Ariana Jones	1,004	Theodore Pappas	Ritia Tokahere	585	Steve Friedlander	Seluvaia Tonga	352	Steve Friedlander
Michael Logue	991	Simon Arias	Edward Atkinson	560	Surace-Smith	Daniel G Johnson	352	Surace-Smith
Timothy Enzor	984	Scott Sonnenberg	Bradley Kampmeier	559	Joe Manone	Katie Shugert	351	Surace-Smith
William Flournoy	957	Diego Arangopuerta	George Angulo	557	Altig-Orlovic	Daniel Walton	351	Surace-Smith
Raphael Musto	935	Simon Arias	Unique Hunnicutt	554	Alex Roland	Kevin Talbot	347	Joseph Diecedue
Christopher Follestad	931	Slav Bitman	Amy Baird	549	Scott Sonnenberg	Larry Finch	345	Matthew Hogan
Brenda Kidd	916	Scott Sonnenberg	John Sikora	546	David Hausman	James Franklin	338	Altig-Orlovic-Hay
Bryan Peters	915	Eric Neal	Christina Black	544	Oldham-Bianchi	Richard Hairston	336	Simon Arias
Erna Gasanin	912	Fred Hadayia	Scott Ramsey	537	Alex Roland	Yadollah Pourjalali	334	Cohen-Cohen
Elizabeth Lo	903	Steve Friedlander	Matthew Marchitto	530	Oldham-Bianchi	Harold Durana	331	Jatoft-Foti
Jodi Bohdal	896	Fred Hadayia	Prentiss Parker	526	Cohen-Cohen	Christopher Osborn	329	Scott Sonnenberg
Peter Chung	881	Jatoft-Foti	Uatesoni Filimochala	524	Steve Friedlander	Anna Lachman	327	Theodore Pappas
Ashley Wenning	876	Surace-Smith	Maurice Baritz	519	Chris LaFond	Nathaniel Faber	324	Slav Bitman
Robert Nolan	876	Paul Rumbuc	Thomas Soloweyko	518	Steve Greer	Nicholas Moore	324	Oldham-Bianchi
Brian Hutchings	876	Oldham-Bianchi	Keturah Malaykhan	517	Theodore Pappas	Mario Chavez Jr	324	Jatoft-Foti
Peter Talamaivao	872	Steve Friedlander	Brian Jerome	517	Williams-Zophin	Albert Lau	322	Cohen-Cohen
Eric Thompson	868	Surace-Smith	Adam Huck	515	Surace-Smith	Amandeep Gill	319	Altig-Orlovic
Pamela Altman	865	Surace-Smith	George Babish	503	Simon Arias	Clayton Herron	317	Steve Greer
Danielle Cardello	859	Oldham-Bianchi	Nitesh Bhogaraju	494	Steve Friedlander	Dominic Park	314	Theodore Pappas
Jose Carvajal	834	Laura Fisher	Ryan Doughty	490	Simon Arias	Amanda Zophin	312	Williams-Zophin
Emmanuel Villasenor	826	Chris Hernandez	Erik Boyd	488	Fred Hadayia	Nicholas Patterson	311	Theodore Pappas
Mark Arrigo	824	Oldham-Bianchi	Jacqueline Kosalek	481	Oldham-Bianchi	Kalle Convery	309	Simon Arias
Elaine Kulawiak	820	Oldham-Bianchi	Cory Hobbs	478	Mark Hancock	Danilo Mendoza	306	Matt Henderson
Joshua Crisp	807	Surace-Smith	Contessa Connors	477	Steven DiChiaro	Linda Jackson	305	Steve Friedlander



Qualifier	Bonus	SGA
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Eluerecia Guzman	\$303	Jatoft-Foti
Christopher Simpson	298	Scott Sonnenberg
Joseph Jensen	295	Steve Greer
Philip Abramovitz	293	Theodore Pappas
Craig Duletzke	288	Dan Rubio
Beau Locker	285	Matt Henderson
Steven Sparkes	277	Altig-Orlovic
Samantha Sliger	277	Jeremy Welch
Staci Meckler	275	Surace-Smith
Tyler Stewart	274	Simon Arias
Cody Felder	270	Altig-Orlovic
Kristian Brennan	267	Imran Satti
Michael Davis	265	Slav Bitman
Tara Weisz	258	Josh Chalom
Andrew Cavicchi	256	Simon Arias
Tere Diamond	251	Steve Friedlander
Carl Nazaire	249	Giglione-Ackerman
Jessimi Lewis	239	Surace-Smith
Robert Reagan	236	Scott Rehberg
Jack Wang	236	Desi Dimitrova
Sommer Daves	229	Jason Adamo
Aaron Dunlap	229	Simon Arias
Jacquelyn Swift	226	Altig-Orlovic
Brian Sundberg	225	Altig-Orlovic-Deley
Wesley Parrigin	224	T J Powers
Jennifer Kinder	222	Dorian Oldham
Lynda Gleeson	215	Bob Olson
Jalaine Binas	203	Altig-Orlovic
Maleah Taai	203	Steve Friedlander
Chad Davis	202	Imran Satti



SA CODES

This insert recognizes SAs, GAs, and MGAs for the number of new agents who were coded under their hierarchy for the month. The minimums for recognition are:
SA & GA – at least two codes during the month
MGA – at least three codes during the month

Name	#	SGA	Name	#	SGA	Name	#	SGA
Tere Diamond	4	Steve Friedlander	James Curtis	2	Kevin Davis	Matthew Foster	2	Oldham-Bianchi
Jennifer Kinder	4	Dorian Oldham	Ricky Jenkins	2	Kevin Davis	Erin Murray	2	Bob Olson
Alvin Massenburg	3	Altig-Orlovic-Hay	Henry Briggs	2	Steve Friedlander	Anthony Batista	2	Theodore Pappas
Sean O'Reilly	3	Cunningham-Weatherspoon	Anita Ferris	2	Steve Friedlander	Fay Smith	2	Cisco Perez
Uatesoni Filimoehala	3	Steve Friedlander	Mary Maida Fujii	2	Steve Friedlander	Damian Walsh	2	Cisco Perez
Donny Shumkuenip	3	Steve Friedlander	Debbie Moke	2	Steve Friedlander	Ashley Delevieleuse	2	Philip Prata
Lawerence Smith	3	Steve Greer	Diedre Sandbrook	2	Steve Friedlander	Jamie Conklin	2	Tiffany Roland
Joseph Falzone	3	Dorian Oldham	Brenton Walton	2	Furer-Whittinghill	Dustin Edgell	2	Paul Rumbuc
Patrick O'Brien	3	Paul Rumbuc	Candice Beadle	2	Steve Greer	Matthew Haslett	2	Sinner-Sinner
Michael Wheeler	3	Scott Sonnenberg	Jordan Freeman	2	Steve Greer	Amy Baird	2	Scott Sonnenberg
Cameron Kline	2	Altig-Orlovic	Jodi Bohdal	2	Fred Hadayia	DeMario Carter	2	Scott Sonnenberg
Dana Losser	2	Altig-Orlovic	Kevin Galloway	2	Fred Hadayia	Pamela Altman	2	Surace-Smith
Alfred Harris Jr	2	Altig-Orlovic-Lyse	Charles Hood	2	Matt Henderson	Justin Wise	2	Jeremy Welch
Pamela Nogales	2	Slav Bitman	Christian Napiza	2	Jatoft-Foti	Noel Rose	2	Williams-Zophin
John Bacaron	2	Cohen-Cohen	Andrew Jaycox	2	Chris LaFond	Patrick Summers	2	Williams-Zophin
Tia McCutcheon	2	Cunningham-Weatherspoon	Jarred Roberts	2	Chris LaFond			
Andrew Pratt	2	Cunningham-Weatherspoon	Mark Arrigo	2	Oldham-Bianchi			

GA CODES

Name	#	SGA	Name	#	SGA	Name	#	SGA
Seiloni Filimoehala	8	Steve Friedlander	Sheree Risley-Aragon	2	Diego Arangopuerta	Scott Smith	2	Fred Hadayia
Ariana Jones	6	Theodore Pappas	Rachel Bryson	2	Simon Arias	Anthony Anderson	2	Mark Hancock
Danielle Arena	6	Cisco Perez	Aaron Haynes	2	Simon Arias	Christopher Favor	2	David Hausman
Andre Hawthorne	5	Laura Fisher	Ronald Kutruff	2	Simon Arias	John Sikora	2	David Hausman
Graeme Orr	5	Steve Friedlander	Michael Logue	2	Simon Arias	Matthew Lukesh	2	Matt Henderson
I-Perfection Harris	4	Cunningham-Weatherspoon	Jesse Remby	2	Simon Arias	Larry Finch	2	Matthew Hogan
Vatapuia Vavau	4	Steve Friedlander	Dennis George	2	James Bailey	Jessica Santamarina	2	Matthew Hogan
Darrell Jones	4	Giglione-Ackerman	Kimberly Alston	2	Slav Bitman	Mario Andres Chavez	2	Jatoft-Foti
Zachary Santino	4	Oldham-Bianchi	Nathaniel Faber	2	Slav Bitman	Francisco Zarathustra	2	Jatoft-Foti
Mark Glazer	4	Theodore Pappas	Christopher Follestad	2	Slav Bitman	Kyle Taylor	2	Travis Moody
Kevin Ristau	4	Alex Roland	Andrew Smith	2	Slav Bitman	Bryan Peters	2	Eric Neal
Matthew Conrad	4	Surace-Smith	Nicholas Spirito	2	Slav Bitman	Beth Wiese	2	Eric Neal
Carl Carlberg	4	Gevorg Yanukyan	Horace Finnikin	2	Josh Chalom	Christina Black	2	Oldham-Bianchi
Brian Sundberg	3	Altig-Orlovic-Deley	Christopher Madsen	2	Eric Cochran	Burnette Hughes	2	Bob Olson
Michael Lindsey	3	Simon Arias	Timothy Velky	2	Eric Cochran	Derron Alexander	2	Theodore Pappas
Randy Wright	3	Brandon Cooley	Prentiss Parker	2	Cohen-Cohen	Nasr Quadri	2	Theodore Pappas
Chris Lussier	3	Steven DiChiaro	Andrew McQuade	2	Steven DiChiaro	David J Miller	2	Philip Prata
John Setu	3	Steve Friedlander	Randall Cook	2	Joseph Diecedue	George Noujaim	2	Philip Prata
Philip Roffi	3	Furer-Whittinghill	Scott Patterson	2	Joseph Diecedue	John Serrano	2	Philip Prata
Zbigniew Stankiewicz	3	Fred Hadayia	Juan de la Cruz	2	Desi Dimitrova	Brenda Kidd	2	Scott Sonnenberg
Emmanuel Villasenor	3	Chris Hernandez	Phillip Rigoli	2	Laura Fisher	Timothy Clark	2	Surace-Smith
Karen Gagarin	3	Jatoft-Foti	Sione Aholoka	2	Steve Friedlander	Kevin Holtz	2	Surace-Smith
Karolina Debek	3	Sabrina Lloyd	Lesina Ah Sue	2	Steve Friedlander	Travis Picklesimer	2	Surace-Smith
Kyle Istvanditsch	3	T J Powers	Linda Jackson	2	Steve Friedlander	Aaron Ralston	2	Jeremy Welch
Christopher Simpson	3	Scott Sonnenberg	Seini Mafi	2	Steve Friedlander	Amanda Zophin	2	Williams-Zophin
Nicole Johnson	3	Surace-Smith	Bryon Welch	2	Steve Friedlander			
Craig Steeves	3	Williams-Zophin	Souleymane Bah	2	Fred Hadayia			
James Smith	2	Altig-Orlovic-Hay	Erik Boyd	2	Fred Hadayia			

MGA CODES

Name	#	SGA	Name	#	SGA
Simon Rolland	16	Steve Friedlander	Joshua Goodman	3	Steven DiChiaro
Jason Bratin	14	Theodore Pappas	Brian Schreiter	3	Joseph Diecedue
Samuel Cohen	10	Fred Hadayia	Jonathan Santiago	3	Laura Fisher
Lleison Martinez	10	Cisco Perez	Christine Curran	3	Giglione-Ackerman
Raymond Risucci	9	Dorian Oldham	Magda Figueiredo	3	Giglione-Ackerman
Chad Hatfield	8	Brandon Cooley	Mavrick Fredericks	3	Giglione-Ackerman
Ryan Hall	8	Laura Fisher	Mark Corkrean	3	Steve Greer
Ben Halali	8	Jatoft-Foti	Tim Schroeder	3	Steve Greer
Matthew Parks	7	Surace-Smith	Marisa Willgruber	3	Fred Hadayia
Eric Powell	6	James Bailey	Dorian Brown	3	Matt Henderson
Steven Cox	6	Steve Friedlander	Marino Baca	3	Chris Hernandez
Taina Lameko	6	Steve Friedlander	Brandon Teter	3	Matthew Hogan
Craig Strompf	6	Furer-Whittinghill	Jessica Wilhite	3	Matthew Hogan
Brett Gryska	6	Oldham-Bianchi	Doreen Ryan-Foti	3	Jatoft-Foti
Leslie Ellis	6	Bob Olson	James Lochard	3	Christopher Jordan
Charles McMain	6	T J Powers	Baylee Burrowes	3	Michael LiBassi
Gregory Henderson	6	Scott Sonnenberg	Mark Wyner	3	Sabrina Lloyd
Brandon MacDonald	6	Scott Sonnenberg	Cherie Adams	3	Bob Olson
Angel Sanchez	6	Scott Sonnenberg	Melne Lewis	3	Bob Olson
Roger Fung	5	Altig-Orlovic	Robert Shafer	3	Scott Rehberg
Cody Terrell	5	Diego Aranguuerta	Richard Henry	3	Alex Roland
Matthew Turnquist	5	Steven DiChiaro	Steven King	3	Paul Rumbuc
Mack Doby	5	Joseph Diecedue	Robert Kanaan	3	Imran Satti
Stephen Hill	5	Steve Friedlander	Elias Hazen	3	Surace-Smith
Hal Herman	5	Oldham-Bianchi	Tasha Tucker	3	LaTonya Tucker
Ala Awad	5	Alex Roland	Adeyemi Akinade	3	Williams-Zophin
Patrick Bendure	5	Surace-Smith	Kasali Kotun	3	Williams-Zophin
Brian Culp	5	Jeremy Welch			
Blake Higuchi	4	Altig-Orlovic			
Justin Adams	4	Simon Arias			
Lucan Schmidt	4	Simon Arias			
Byron Paz	4	Josh Chalom			
Herman Fennell	4	Samantha Chui			
Arnold Pacleb	4	Cohen-Cohen			
Richard Correa	4	Steven DiChiaro			
Lucky Faaitiiti	4	Steve Friedlander			
Ofa Tupouniua	4	Steve Friedlander			
Tracy Haden	4	Steve Greer			
Moswen Taylor	4	Mark Hancock			
Richard Nicholson	4	Jeremy Harbin			
Mitch Duplantis	4	David Hausman			
Sebastian Kazek	4	Matt Henderson			
Michael Mandella	4	Chris Hernandez			
Timothy Kieran	4	Chris LaFond			
Mark Kukielski	4	Eric Neal			
Jarred Sykes	4	Eric Neal			
Darcy Schrieber	4	Paul Rumbuc			
Steven Moore	4	Scott Sonnenberg			
Scott Hanna	4	Williams-Zophin			
Raquel Baldwin	3	Altig-Orlovic			
Jonathan Maust	3	Altig-Orlovic-Hay			
Colin Lyse	3	Altig-Orlovic-Lyse			
Aaron Garcia	3	Diego Aranguuerta			
Scott Davis	3	Simon Arias			
Matthew Diulus	3	Simon Arias			
Thomas Vena	3	Simon Arias			
Dmitriy Kagan	3	Slav Bitman			